

HOME NEWS

No spending cuts and cheaper fares, GLC Labour group pledges

By Christopher Warme
Local Government Correspondent

A defiant refusal to "make any spending cuts and the reduction of fares by a quarter, followed by a fares freeze for four years, are the key points in a radical manifesto for the Labour Party in next May's Greater London elections, which was unanimously adopted at a special conference on Saturday.

The delegates from all London constituencies and from affiliated trade unions voted for a programme of greatly increased spending which will double the council's rate precept in two years, adding an extra £1 a week to each household's rate bill.

Opposition from the unions caused fear of job losses and led to the rejection of a proposal for free public transport, although the conference agreed that that should be the objective for a future GLC.

Otherwise the programme, which shows an uncompromising shift towards left-wing policies, was accepted with enthusiasm by the delegates.

Mr Arthur Latham, chairman of the London Labour Party, declared that the new Labour group on the council would represent a wide spectrum of Labour opinion in London, far more representative than before.

He gave a warning that if there were any candidates who failed to commit themselves totally to the manifesto they should stand down now.

The manifesto, which commits a Labour GLC to "a major expansion of public services", states that it would refuse to make any cuts and would demand that the Government provides the necessary finance to maintain and improve all council services.

It would appeal in the Labour and trade union movement to take action, including industrial action, to support that stand.

"Mass opposition to Tory policies led by a Labour GLC could become the focal point of a national campaign involving other Labour councils against the cuts and for an immediate general election and

From the grass roots: Messiah of a mass movement Mr Benn is sticking to his crusade

By Ian Bradley

Mr Wedgwood Benn is not letting the subject that preoccupies other senior Labour politicians at present divert him from his self-appointed mission of preaching his vision of the socialist New Jerusalem to the British people.

Over the weekend he took his one-man crusade to Bristol where he has been an MP for 30 years. Addressing six public meetings in two days, he hardly mentioned the Labour leadership contest and never once discussed the personalities involved.

The manifesto explains that regular users of London Transport would gain by at least £1.50 a week for a cost of 45p a week for each household in a full year. The conference heard that non-domestic ratepayers will bear £5m of the £100m cost.

Another 4p rate (a 10p rate reduces about £20m) would be spent on tackling unemployment with the sum of creating 10,000 jobs a year by the preparation of land and factories and direct investment in employment.

Housing is the next priority and the sum of a 4p rate would be used on new building and the improvement of run-down housing, especially in inner London.

It is estimated that other proposals, including the maintenance of public safety, environmental improvement, arts and recreation and increased support for voluntary bodies and community groups, would take an additional 2p or 3p rate by 1983-84.

"The Labour Party presents its programme to the electorate in the full knowledge that it may involve asking each London household to pay another £1 a week in rates by 1983-84," the manifesto says.

Even more radical is a statement in the manifesto guaranteeing "to do all we can to assist the working-class by legislating for full employment, to take over all private hospitals and schools, to make it illegal for any foreign state to have nuclear bases in Britain and to end all sexual and racial discrimination."

In accordance with that brief, a Labour GLC would demand that the next Labour government should nationalise the banks and at the same time ban compensation being paid only on the basis of any proven need of the share and bondholders.

"This would free local authorities from the burden of debt charges and allow a state bank to grant interest-free loans to fund services and developments.

No case for more TUC power, union head says

By Our Labour Staff

The TUC General Council should not be allowed to assume greater powers, Mr John Lyons, general secretary of the Engineers' and Managers' Association, said yesterday.

While in general there was a case for a stronger and more cohesive TUC, as well as a case against it, "there is no case for it the way things are going at present," he said.

In an article in the union's journal he complained of the growing pressures for uniformity, the steady ideological drift towards demanding ever more central direction.

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GPs' work on after taking £20,000 handshake?

By Annabel Ferciman
Health Services Correspondent

Family doctors are taking a nominal 24-hour retirement at 60 or 65, collecting lump sum payments of at least £20,000 and their pensions, and immediately returning to work. It was said at a conference in London on Saturday.

As a result younger doctors are being kept out of general practice and some areas are suffering from a shortage of general practitioners, because although the number remains the same, the older ones reduce the number of patients under their care.

Dr Cyril Taylor, president of the Socialist Medical Association, told Labour's conference which marked the start of the National Health Service that the practice was to be raised with the Department of Health and Social Security.

He said that after a doctor took a 24-hour retirement at 60 he was not allowed to earn more from his practice and his pension, which would be at least £8,000, than he was earning previously. So he usually reduced the number of patients on his list, thus throwing more work on to other doctors in the area.

If a doctor took a 24-hour retirement at 65 there was no limit on what he could earn afterwards. The £20,000 payment is a minimum lump sum return from his compulsory superannuation contributions.

Mr Stanley Thorne, Labour MP for Preston, said he had raised the issue in the Commons in the last session and Dr Gerard Vaughan, the Minister for Health, had said he was not aware that it was going on.

"But it is happening and it is becoming more common," Dr Taylor said. "In Liverpool to date at least 18 doctors have taken advantage of the 24-hour retirement."

Mr. Shire, a Labour spokesman on health and social security, told the conference which marked the start of the National Health Service that the practice was to be raised with the Department of Health and Social Security.

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The two groups were kept out of sight of each other, the march passing four hundred yards away from the chapter demonstration.

Some youths and girls in the march wore swastikas and iron crosses, or tee shirts saying "Siege Heil". There were two arrests.

Candidates differ on defence and economy

By Our Political Editor

Policy differences between Mr Peter Shore and Mr John Silkin, the two declared candidates of the left in the Labour leadership election, were aired yesterday in separate interviews on London Weekend Television's programme, *Week End World*.

Shore, a former Conservative, said: "I am the leftest". Mr Shore declared that Mr Silkin "knows the difference between a claim and an honest conviction."

Mr Silkin spoke against continuing incomes as a policy, although he agreed it could be an emergency tool. He favoured the "extension of common ownership".

On unilateral disarmament, Mr Shore did not think it sensible in present circumstances Mr Silkin invoking an idea he attributed to Article 5 suggested that Britain should offer its nuclear weapons to the United Nations Security Council.

A counter-demonstration by a similar number of Anti-Nazi League supporters was kept hemmed in by police at Welling Corner, along the route the British Movement had wanted to take, while 20 mounted police and hundreds of officers guided the march through back streets on a route chosen by police.

Although Scotland Yard would not give figures, at least 2,000 police were involved with surveillance cameras on rooftops and a police helicopter overhead.

Police warnings that Nazi salutes should not be given were largely ignored, particularly at the end of the march where the leaders' brief speeches were greeted with raised arms and shouts of "Siege Heil".

The march was mainly skinned, with a sprinkling of punks and rockers and with a few older people, were led by police through back streets to Wellingham station, shouting anti-communist and occasionally anti-Jewish slogans and giving Nazi salutes and shouting "Siege Heil".

There were two arrests.

Official Unionists split on power devolution

From Christopher Thomas
Omagh, Co Tyrone

The Official Unionist Party is sharply divided over the central question of "power devolution", adding yet further uncertainty to the Government's hopes of re-establishing an Ulster parliament.

The differences emerged at the party's annual conference at Omagh at the weekend. Some delegates supported the consistent hostility the party hierarchy has displayed in the past year towards the Government's devolution proposals; others showed considerable disquiet.

The divisions are bound to result in some soul searching by a party that is under strong pressure from the Democratic Unionists led by the Rev Ian Paisley. But Mr James Molyneaux, the leader of the Official Unionists, said he believed the party "would continue its approach".

The party has shown an increasing fondness for the restoration of powers to the 26 district councils, which lost most of their authority in 1972, and little enthusiasm for the return of a local parliament. It has also shown a desire to keep the Northern Ireland Assembly intact, which it is convinced would lead to a weakening of the union.

Two main factions have become clearly defined. One favours total integration with the United Kingdom, and includes the "most important members of the party leadership". The other continues to seek a restoration of full power devolution.

A spokesman for Mr Haughey

in Dublin declined to say if any action would be taken.

The extent of the conflict between the two wings was demonstrated by heated exchanges during Saturday's session over a motion calling for full devolved government under a system of majority rule "uncontaminated by power sharing concepts".

If that could not be achieved, it called for the district councils to have their powers restored. The controversy was so intense that delegates eventually accepted a move to vote on the next business, and no vote was taken.

Call rejected: Republican prisoners in the H blocks of the Maze Prison north of Belfast have rejected appeals from leaders of the Roman Catholic Church in Ireland to abandon the hunger strike due to begin a week today.

Cardinal Tomás Ó Fiaich, the Primate of All Ireland, joined other members of the church last week in appealing to the men to postpone their action in support of political status. Relatives see Mr Haughey:

Mr Charles Haughey, the Irish Prime Minister, yesterday said he was relieved of 16 of the 26 seats in the Northern Ireland Assembly.

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A spokesman for Mr Haughey in Dublin declined to say if any action would be taken.

In brief

Council asks for dead animals

Hanover County Council museum service has a people who find dead birds and other animals to preserve in a freezer so that they can be studied and displayed.

The museum service is new exhibits to improve plays and replace old exhibits. It is expected that most of the bodies will be of animal birds that have been killed and damaged by vehicles.

Dying man may have been locked in

Mr George Cosgrave, an enthusiast, who was disabled with a fractured leg, police broke into his home at the Surrey Lane estate, Battersea, south London, yesterday, may have been in his bungalow.

Police believe that Cosgrave, aged 64, a retired worker, died in his bungalow in his sleep.

Farm workers seek 100 pc pay rise

Leaders of the National of Agricultural and Allied Workers are to demand a 100 per cent pay rise to redress the pay gap.

The union, representing a third of the 250,000 farm workers, wants the 100 per cent pay rise.

Snow in Scotland

A cold snap brought snow and ice to parts of Scotland and low temperatures to England yesterday. In Scotland, the conditions caused accidents and at one the main Dundee to Fort William road was closed.

Citizens' band protest

About 150 citizens' band radio supporters marched to the BBC headquarters in London to protest against the banning of "The CB Song", which someone who buys equipment broadcast on "Citizens" which is illegal in Britain.

Band champions

Thurrock Marching Band from Essex became British Champions at Wembley yesterday, narrowly defeating Corby protest plan

Unemployed steel plan to demonstrate if North Sea site is taken

Mr Michael Heseltine, Secretary of State for the Environment, has taken off the town of Spalding, Lincolnshire.

The men had made a dawn start to take part in the competition after paying nearly £500 for transport, prizes and a presentation evening on Saturday. But the celebration night was cancelled and the protest kept for another year.

Mr Brian Callaghan of Slough Drive, Shirestone, told the BBC: "I have been fishing for years but nothing like this has happened before. The water was clear to about 10 feet out. Fish like muddy water because they feel safer in it."

Grimsby smack

A Grimsby smack, British Smack, in the North Sea, while being towed down river, sprung a leak. The crew had to abandon ship and were picked up by a trawler.

Airport strike end

Baggage handlers at airport who walked out yesterday after refusing to let one of the leaders change his shift part in a dart match to work yesterday.

Farm worker dies

Mr Stuart Martin, a farm worker, Duns Farm, Embleton, Northumberland, died yesterday after his clothing entangled in machinery.

Over-Rome QC says

A QC representing the Italian government, QC, has been told to leave the country.

Overseas selling prices

HOME NEWS

Government guilty of censoring prison letters, report says

By Lucy Hodges

A report being drafted by the European Commission of Human Rights is expected to find the United Kingdom guilty on four counts of censoring prisoners' mail.

The findings, which result from six prisoners' complaints to Strasbourg in the past four years, coincide with a new government commitment to reform the prison rules.

No public statement has been made and the Home Office refused to comment yesterday on the proposed changes. But it is understood that government lawyers told the commission that changes were being negotiated. The Home Office said they had nothing to do with the European test cases.

The best known of the prisoners who complained was Mr Michael McMahon, who was released in July after serving more than ten years for the murder of a Luton sub-postmaster, of which he has always maintained his innocence. Mr William Whitelaw, the Home Secretary, has recommended the Queen to re恩 the remainder of the sentence.

Mr McMahon complained that letters he sent to the BBC asking for transcripts of programmes about his case were stopped. One of the prison rules (the rules are officially secret) is that inmates may not write letters to anyone they did not know before they went to prison.

Another letter Mr McMahon wrote to the Archbishop of Canterbury, was also stopped initially because the prison

officers did not realize that the archbishop is a member of the House of Lords.

The rules state that prisoners may write letters of complaint only to members of either house of Parliament or to their solicitors once their grievances have been ventilated internally.

It is understood that both sides failed to reach a "friendly settlement" in those cases and that the Government will be found in breach of Articles 6, 8, 10 and 13 of the European Convention on Human Rights.

Article 8, for example, says that everyone has the right to respect for his correspondence and that public authorities should not interfere with that unless public safety is at stake.

In its submission to Strasbourg the Government said that under the new rules prisoners will be able to write a letter of complaint to someone other than their solicitor or member of the house of Parliament; and they will be able to air grievances without the need for an internal inquiry.

Solicitors for the six prisoners said the new rules did not go far enough. They argued that letters should not be read at all, except for prisoners in certain categories, and that there should be a mechanism whereby prisoners could challenge the censorship of letters, such as a prison ombudsman.

There is a wall of secrecy around prisons, one of the solicitors said. He called for the prison rules to be approved by Parliament so that they would be open for all to see.

Police board 'cannot redress complaints'

By a Staff Reporter

The Police Complaints Board has proved to be an ineffective instrument for dealing with serious complaints and has failed to satisfy the public demand for an independent system of investigation, according to a statement today by Justice.

The document, which is being sent to the Home Secretary, says that the board cannot provide a way to gain redress for those who have suffered loss or injustice through the unlawful conduct of a police officer.

Under its present constitution the board is powerless to help the complainant and perhaps the most disturbing aspect of its report is that, because of this it is entirely devoted to the problems of disciplining police officers as opposed to the interests of the complainant.

Justice, which is the British section of the International Commission of Jurists, says:

its memorandum, which has been prompted by the triennial review report of the Police Complaints Board and the Home Secretary's request for suggestions for reform, says there must be an independent element on the board.

The commonly invoked and commonly accepted argument that only police officers can investigate police officers is a

dangerous and misleading half-truth," it says.

"It is an undeniable fact of human nature that some police officers will be motivated to dispose or minimize the complaint.

Justice says that often people are forced by the police to withdraw their complaints.

The board should set up a panel to supervise investigations into complaints that police malpractice, such as assault, has brought about a miscarriage of justice. The panel should assess the complaint before it is sent to the Director of Public Prosecution.

The most serious weakness in the system is that cases involving a criminal offence by a police officer have to be referred to the DPP. If the DPP decides not to prosecute, the board cannot recommend disciplinary proceedings and the person complaining is deprived of any redress.

Mr Muhammad lived in France for 13 years. He was born in Oran, Algeria, of Moroccan parents.

Angry residents in the Muslim quarter of north Marseille accused police of racism today after a night of demonstrations in protest against the deaths.

Residents surrounded several CRS agents and damaged their vehicles. The agents fled and reinforcements were called in to remove the damaged vehicles. Extra forces also were posted around the city's police

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OVERSEAS

Moscow promise to Mr Karmal to keep troops in Afghanistan until opposition has been crushed

From Michael Rintoul
Moscow, Oct 19

The Soviet Union has given President Karmal a written undertaking that it will keep its troops in Afghanistan until opposition to his Marxist government has been crushed.

In a joint statement signed by Mr Karmal and President Ershenov on Thursday and published today, the Russians said the people and government of Afghanistan could count indefinitely on Soviet help and support. There was no question of Moscow contemplating any political settlement which would allow for a change of government in Kabul.

The statement, signed at the beginning of President Karmal's official visit, does not add anything to the treaty of friendship concluded between the two Union and Afghanistan in 1978, and appears to be little more than a normal joint communiqué issued during such visits.

But the deliberately eightened ceremony of its signing, the ringing endorsement of President Karmal and his government and the emphatic pledges of Soviet support clearly intended to show the world that the Russians are not going to abandon Mr Karmal or make any compromis-

es to settle the East-West crisis over Afghanistan.

The statement calls for political settlement to improve the international climate. But it says the only proposal Moscow and Kabul will look at are those put forward last May when Afghanistan called for direct talks with Pakistan and Iran.

The proposals insisted on de facto recognition of the Karmal regime and an end to all support for the insurgents. They were not taken up in Tehran or Islamabad.

The statement on Thursday said there could not be any hint of a possible Soviet withdrawal from Afghanistan until Kabul's proposals were accepted; support for the insurgents ended; guarantees were given that "respective actions" against the Afghan Government would not resume.

A Pravda newspaper commentator today made explicit what the statement did not say: the world and especially Pakistan - understood the "futility of attempts to dictate to the Afghan people what government it should have and what way of development it should choose, the faster peace would return to the area."

Pravda admitted that the revolution was going through a "bad time" and said the

country had to deal with widespread and well organized uprisings by China and the West to overturn the revolution's gains.

But in spite of continuing opposition of the insurgents, things were gradually returning to normal. In a comment which succinctly sums up Soviet determination to stick it out whatever the cost, Pravda added: "The work for the new revolution in Afghanistan is

President Karmal probably insisted on an explicit expression of Soviet support to bolster his weak position at home and scotch rumours that the Russians were ready to drop him.

The joint statement said Mr Karmal had invited President Ershenov and Mr Alexei Kosygin, the Russian minister to visit Afghanistan on Oct 24. Both accepted. But in view of Mr Kosygin's illness and the fact that Mr Ershenov now seldom travels abroad, neither is go-

ing to Peking - underlined the futility of attempts to dictate to the Afghan people what government it should have and what way of development it should choose, the faster peace would return to the area."

Pravda admitted that the revolution was going through a "bad time" and said the

Afghans face famine and disease

From Trevor Fishlock
Islamabad, Oct 19

Hunger and disease on a large scale are threatening the Afghans. As winter approaches, a cumulative effect of land form failure, poor food distribution, the military scorched earth tactics and the migration of livestock with refugees have the country in poor shape. An acre of land of food surpluses and a disease situation in Afghanistan, made by a diplomatic source in Peshawar concludes that there is a real danger of famine.

The implication of the statement is that the Soviet Union will have to set quickly to supply the Afghans with food, also with drugs and medical services to combat the pneumonia, polio, tuberculosis and rous which are endemic in the areas.

Afghans used to be self-sufficient in food, the source, but the land reforms brought in by the Baqai Government and followed up by

President Taraki, Amin and Karmal have not been successful.

Fighting has caused disruption, destroyed crops and led to the deaths of thousands of animals.

The Soviet military policy seems to aim at the creation of empty, or safe, zones round the big towns. These areas are often fertile and well cultivated, but the Russians have tended to clear them out and have removed cattle so that people are not inclined to return - and so there is no food for the majahidin (holy warriors) in surges.

The Afghans and the Russians themselves have publicly referred to food supply problems. Good quality wheat and rice are hard to get and prices of ordinary rice and meat have increased considerably.

Meanwhile Afghans continue to flee the country. The Government announced that a new passport was available at a price of £200, but omitted to say that those leaving the country must lodge a deposit of £500 against their return.

A meeting of the Council of

Ministers in Kabul on October 13 approved the distribution of 20,000 tons of Russian-donated rice to government officials at a price of 180 a kilo. The normal price is between 250 and 400 a kilo.

The ministers also approved the free supply of wheat and oil to "patriots fighting the rebels" in the provinces of Kunduz, Torjan, Balkh and Samangan.

It is clear from recent reports, including one made by a diplomatic source here today, that tension in Kabul is increasing and that the insurgents are becoming more active. More Russian soldiers and vehicles are on the move in the city and two hours, from 10 pm to 5 am.

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Writ against Mr Muldoon over 'Princess' film ban

From Our Correspondent
Wellington, Oct 19

A senior executive of the New Zealand Broadcasting Corporation is to sue Mr Robert Muldoon, the Prime Minister, for \$NZ40,000 (£16,000) damages in a defamation case brought in connection with the banning of the British television film *Death of a Princess*.

Mr Des Monaghan, the corporation's controller of programmes, has issued a writ against Mr Muldoon. The Prime Minister has responded by filing a statement of defence.

"I am somewhat disturbed that Messrs Morris-Monaghan, two executives of the television system, took the opposite view that this (*Death of a Princess*) should be shown. That makes their judgment suspect as far as I am concerned. It suggests they are simply interested in entertainment - quite irresponsible in the wider aspect of their job."

The minister did not say when the work permit system would come into operation.

It had commissioned but without actually seeing the film to ban the documentary.

Mr Muldoon remarked that he was happy with the decision though not with the reasons given for it. In his view the board should have given more weight to New Zealand's international relations.

According to published reports, Mr Muldoon criticized Mr Monaghan and his superior, Mr Alan Morris, a network director-general, for recommending the showing of the film.

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Mr Monaghan appealed to the city authorities to do more to help restore normality in Kampala, where more than 2,000 people are believed to have been murdered in the past year.

The Government says it has regained control of most of the areas in the West Nile District that were occupied by rebel groups earlier this month.

But scores of civilians, mostly tribal members, have been killed in revenge attacks in different parts of the country.

Members of the Acholi tribe in Gulu, northern Uganda, have hunted down and killed people who come from the West Nile.

Further north, in Karamoja, tribes have been killed during the night curfew, but the cause has not been clarified. Dr James Mavanya, the Commissioner of Veterinary Services, was shot dead in his home in Kampala during the night.

Paul Muwanga, chairman of the ruling power party, told city authorities at a special meeting that was opposed to the Gov-

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SPORT

Rugby Union

All Black image tinged with grey

By Peter West

Rugby Correspondent

Cardiff 9 New Zealand 16

At half-time in the National

Stadium, Cardiff's All Blacks

leading 12-9, the game was

threatening to beat Cardiff by a

margin more substantial than any

of their most distinguished pre-

decessors had achieved. Yet by

the side of such a lead, the All

Blacks seemed far from

able enough to have overcome the

first hurdle of a short, demanding

game by a goal, a dropped goal,

a penalty goal and a try to two

dropped goals and a penalty. The

margin was substantial enough, but

it was the only points of the second

period, rock more satisfaction

than running their opponents

close than had been expected.

There was one such evasive

moment from the All Blacks,

and Llanelli (the meet

tomorrow), Swansea, New

port and Wrexham themselves need

not feel dismay. Blunt conclusions can be drawn, however,

but to so soon after their long

journey, the tourists' forwards lost

an early lead of

several points. This certainly is

evident by the All Blacks' lead.

Cardiff, however, had

comfortably winning the

first half, Cardiff having a

modest advantage in the second,

when Cardiff's lock, Norrie,

who suffered a hand injury in the

first period, was replaced by

a Cardiff forward.

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THE SPONSORED ARTS

The Office of Arts and Libraries distributed a booklet, 'The Arts Are Your Business', to industry and commerce in June. This report examines its theme that funding the arts can benefit sponsor as well as recipient, and the implications for business, the arts and the public.

Quid pro quo replaces charity

Sponsorship, patronage or position it by and large still holds. The available money still has a number of ways went more and more into of viewing and describing sport, which provided the money it gives to support the arts. In the beginning, it was mainly charity, even though the BBC and The funds usually came from that small and generally private part of the company budget set aside for "philanthropy" and the arts. So several of those Money was dispensed at the chairman's or managing director's discretion.

its commentators had certain qualms about the number of companies and products they were mentioning. Sport, where sponsorship money is at present about £30m a year, also allowed plenty of opportunity for the tony clients. So several of those who still reserved some of their money for the arts began insisting on being

turers have always been brokers between industry and the arts, putting the and BATs £60,000 in one side in touch with the August to the Philharmonic other and taking a fee, Orchestra spread over the sometimes a flat sum and next two years, is the largest single sum which has so far gone from industry to the arts. Others have decided on a policy of supporting the local team; hence the grant by Amoco (UK) with its Milford Haven refinery to the Welsh National Opera (£250,000, spread over five years) and Gulf Oil's money for the Scottish National Orchestra. The banks, which are also considerable spenders and

Some though, believe there should be no necessity for such counsellors and that the theatres, orchestras and galleries should have enough resourcefulness and energy to make their own approaches. Sadler's Wells, for instance, which since the departure of its opera to the Coliseum has had to depend heavily on commercial sources, makes a quick

director's discretion.

Almost pure philanthropy, requiring no honourable mention, does still exist. Some exercise it for fairly practical reasons, among them a desire not to be pestered by begging letters through each morning's post. There is also a real, and understandable, fear among companies, particularly those with decision makers who know very little about the arts, of being associated with the wrong sort of event. Seven or eight years ago quite a large proportion of the small amount of sponsorship money available—it was reckoned to be £250,000 in 1973 compared with an estimated annual £4m now—was going on "unsuitable" events. The beneficiaries used to hope, usually in vain, that the sponsors would not turn up to see what they were backing, because it could all too often turn out to be a recital hall that was only 20 per cent full or a play whose language they would

began insisting on being associated with agreeable events rather than potentially disagreeable ones.

Opera was the first to reap the rewards, led by Glyndebourne and Covent Garden. The success of their respective chairmen, George Christie in Sussex and Lord Drogheda and later Sir Claus Moser in London, was such both at home and abroad that it created some jealousy. Certain American houses, which on the whole are used to drawing their support from wealthy private patrons rather than charitable trusts, were openly cross at seeing themselves beaten to the available money.

Although a good deal of financial support was being achieved by one chairman approaching another, the day of the quid pro quo was at hand. A number of companies began looking at what they could recoup from the money they were spending on the arts apart of it; next month, with ABSA, which now has almost a hundred members, advises on channelling the money in the right direction and makes a very good job from mere good will. In Prince Charles in attendance, it will make awards

cial support, makes it quite clear what it can give in return to anyone philanthropic enough to back one of its visiting companies. At the other extreme there are those who feel it wrong for state-subsidized organizations to have to beg for outside money: Sir Peter Hall reckons that it is the nation's duty to support the National Theatre and seeks sponsorship on only the most modest scale.

The Hall approach might not please Norman St John-Steves who is looking for industry to provide £10m for the arts by 1982. This is a highly optimistic figure, particularly since the present estimate of £4m could well be about a million above reality. Rather than run too fast it might be advisable to try for a more equitable spread of what is now available—the visual arts are distinctly undernourished—without destroying the absolute right of every sponsor to put his money where he or she

The backlash came swiftly. The artistic fringe polishing and possibly the In addition to ARBSA there changed from being the repayment of a social debt. are three or four private recipient to the sufferer. The cigarette manufacturers who act as mid-

John Higgins
Arts Editor

**"We, the undersigned,
would never have made it
without sponsorship."**

George Frideric Handel.

Gainsborough

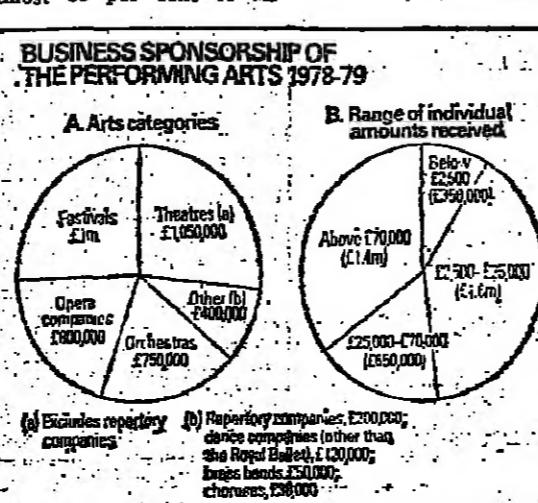
W. Elam Shadley

Very good afternoon
General Franklin D. Roosevelt

Copy made from
Broadsheet

December 16th

✓ 47000-
✓ 47000-



Art has rarely been able to survive on inspiration alone.

Which is why BP engages in a significant Arts sponsorship programme.

Our major support goes to encourage excellence amongst the younger and developing artists of Britain.

As just part of this involvement, BP supports three National Youth Orchestras around Britain as well as concerts for children.

Scholarships are funded at schools of music and art. BP arranges exhibitions of the work of young painters, and keeps finance educational disaster for children.

Perhaps fifty years from now the success of our sponsorship will become apparent and a similar announcement

and a small eminence
will appear signed by tomorrow's
Purcells, Gracesboroughs and
Shakespeares.

THE SPONSORED ARTS

Minister takes on role of fund raiser

On holiday in Italy this year, the Cabinet Office and Mr Norman St John-Stevens St John-Stevens himself is drove the 200 or so miles first and foremost Chancery Lane, from Venice where he was for the Duchy of Lancaster, staying to Stress to catch-up and Leader of the House the Royal Philharmonic Orchestra.

cheat on tour. He enjoyed First test there should be the experience, he says; the misapprehension he in-musicians, in turn, rolled dictated the Government's budget comes under review.

Any arts minister pre-chief financial provider for art to go to such lengths the arts. This was as it should be, he said, and was port is clearly a man to be not inconsistent with the reckoned with; and he has, in fact, already achieved a back the frontiers of the considerable reputation state in the industrial, among those who want to see the arts flourish, not and making room for the least for the single-minded private sector.

He was saying, in fact, that there were certain areas where the state had to maintain its support because nobody else could do it.

It had to provide the framework in which such institutions as the British Museum, the British Library and Film—and he explained his and the National Gallery, thinking to me in his office, could exist; and it had first that it is a good thing to do more for the arts to have two sources of support rather than the create the framework.

"So, there should not be any such thing as Socialist freedom; and, second, that it is right to go with the Conservative arts.

policy—it is a matter for government by reducing taxation and encouraging private enter-

prise, and thus one would expect the private sector to general reduction in government expenditure is that

everybody else, the arts continued.

The campaign, still young and it is an extremely difficult position to maintain, he said.

Member of the Association for Business Sponsorship of the Arts (ABSA) had doubted

the arts should be totally exempt.

It is difficult to say Turner Gallery, made pos-

sible by cooperation between the Government and the Clore Foundation, and

So how in practice does it work out? One has been able to keep the situation as it is at present pursuing to induce industry and commerce to give more backing to the arts.

"I think," he reflected, "that I've become a sort of fund-raiser, rather than a minister." And we took a break while he took down instructions by telephone on how to work his video cassettes recorder.

In June he set up a sponsorship advisory committee

of arts companies in business. He explained that they films in the way the British new community arts and the were showing at the British Library has copies of all arts involved in kick-off some things for community books that are published off the campaign and keep it going with interest outside. Apart from sponsorship, the Prince of Wales is helping the council's work keen to see under way—the presenting this year's ABSA awards next month, and events abroad leading right something he is there is the conference on sponsorship, now being held at Leeds Castle.

He went on: "I would campaigned for with the sponsorship Council—they have a solution of the problem of

ABSA itself along with the McKittrick organization, is setting up research to find out the precise extent of what kind of contribution craft and arts are, I feel,

more arts support to as to identify projects in the future. Their report will be completed by the end of the

and involve them in the arts of the theatre is part, of course, the harp—none of

industry could play a considerable part, and since most local industry is involved in industrial training, this is natural allied field for them.

We wanted to have a case for as much reading as possible to and plays a piano, the organ, and, of course, the harp—none of

any early age he played the violin and always came in too early. Having

now given that up he is now beating the drum to bring in industry millions to support a cause he regards as immensely important to the cultural vitality of the nation.

Kenneth Gosling
Arts Reporter

Carmen's factory should remain a fiction

Sir Roy Shaw, secretary-general of the Arts Council for the past five years, is all in favour of the arts being sponsored by business. His only reservation—and he chooses his words with care, since this is a sensitive subject—is about the sometimes disproportionate acknowledgement given to commercial companies when they sponsor arts events.

A very small contribution from a business sponsor can be advertised in such a way that it gives the impression that the sponsor has given a large amount or has even covered the total costs of the operation," Sir Roy said.

However, the council has spoken to the Association for Business Sponsorship of the Arts and to its own clients, and they believe there is now a much better understanding of the need to acknowledge support by both businesses and the Arts Council.

"Questions of taste are also raised by sponsorship," Sir Roy said, "and recent developments in the sports world give some reason for concern.

"Sponsors are very keen to secure shirt advertising on the football field but we trust that good taste will ensure they will never seek it or equivalents in the theatre or on the opera stage.

It would, for instance, be going beyond the bounds of good taste if the tobacco factory in Bizet's Carmen were to be identified with one of our leading cigarette manufacturers, the name emblazoned in large letters."

Sir Roy has tried constantly to put over the message that the arts are for everyone; and to this end he appointed an education officer to activate the arts and educational worlds at all levels—from schools

through to adult education—to collaborate in making the arts more widely understood and therefore more widely accessible.

He also realizes the great potential of the fourth television channel. "What remains to be done is to harness television to make its proper contribution to the achievement of the arts for everyone" goal. Television is, in the best sense of the word, a wonderful popularizer.

"I think the Arts Council should have closer links with the broadcasting world. I personally have many informal links with it but I hope the forthcoming fourth channel will, with its emphasis on using programmes from independent producers, lead to a more formal link between the council and the fourth channel executive."

Mr Edmund Dell, chairman designate of the fourth channel executive, is equally keen that there should be sponsorship by businesses of programmes put out on the channel. But there are as yet legal problems to be settled in the case of, say, concert sponsored in collaboration with and directly transmitted by the service as opposed to those sponsored independently and then broadcast.

The council's own arts film section already sells many of its films in television. The recent, highly successful one on Stanley Spencer shows on BBC2 was no example.

Sir Roy identifies The South Bank Show as the independent television network's major arts contribution. It has not, he says, been given enough time to the arts and this was noted by the Audit Committee in its report on broadcasting in 1977.

"But they (the independent

television companies) no idea we gave it so much can argue very plausibly that they could do very little give £1.2m a year.

With this kind of ignorance there was, and still is, inadequate awareness in them, the opportunity to public at large of the extensive

programmes and the emphasis of the Arts Council's activities.

He still worries about the out the country, which is about the arts, and the Arts Council is further to shift they are supporting the emphasis from the colleague who is an MP at the metropolis to the regions.

Royal Opera House who said: "And it has seemed, for

K.G.

Look for the torch.



Getting bigger by being better

HARVEYS and the arts

HARVEYS of Bristol are one of the largest commercial contributors to the arts in Great Britain. Such support is in keeping with the Company's long-standing wish to assist in the artistic life in Bristol, where Harveys have been based since the eighteenth century, and to support the arts in a wider sphere.

Over the past five seasons in Bristol, Harveys have presented the entire series of Bournemouth Symphony Orchestra and Bournemouth Sinfonietta concerts. The Company has supported the Bath Festival for many years, sponsors major contemporary music concerts each year at the Arnolfini Gallery, Bristol, and a further local interest is theatre: Bristol Old Vic productions sponsored by Harveys include *The Seagull* (1978), *Trovats and Cressida*, *The Recruiting Officer* (1979), and *The Tempest* (1980). In 1978, Harveys issued a comprehensive guide to the arts in Bristol.

Harveys recognise a responsibility to support the arts in a wider sphere than in Bristol alone. Apart from supporting the Bournemouth Orchestras in London, on overseas tours and in various regional

centres, they sponsor the triennial Leeds International Pianoforte Competition which is acclaimed internationally as one of the leading music competitions in the world.

The Company's other principal involvement in music is the sponsoring of the Bournemouth Sinfonietta with an eight-record series of music by well-known and lesser-known English composers for RCA, and a new six-record series on the EMI label. The RCA records include music by Elgar, Delius, Vaughan Williams and Grainger, and three were awarded the "Record of the Month" accolade by Records and Recording. The EMI series was launched in 1979 with two records of music by Delius, followed by a highly acclaimed record of Concertos by the 18th Century English composer Charles Avison, and an album of four pieces by Malcolm Arnold featuring flautist Richard Adeney. Completing this series will be records of music by Vaughan Williams and Elgar, due for release in 1981.

In 1978, Harveys of Bristol received an Association for Business Sponsorship of the Arts Award under the category of the Best Corporate Sponsorship Programme.



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Self-help is AIM

The United Kingdom and Commonwealth branch of the Calouste Gulbenkian Foundation has announced a new project, Arts Initiative and Management (AIM), as part of its "self-help" in the arts' programme.

The objective of the project is the encouragement of joint or individual efforts within the arts community to mitigate the effects of cuts in public subsidy, while increasing the understanding of other support mechanisms.

AIM hopes "to identify, support and monitor new and innovative ideas for the effective management and funding of the arts, gathering and disseminating information on successful schemes". It will concentrate its efforts on the management and marketing of the arts and on the improvement of public understanding of their funding needs.

An advisory committee of 14 artists, administrators and business people has been set up. It is to be chaired by Mr John Last, an executive of the Merlewood Organisation and a member of the Arts Council and the Press Council. The coordinator of the project is Elizabeth Richie.

The project will be backed with a substantial proportion of the branch's £250,000 arts budget. It will proceed simultaneously with the foundation's support for individual artists and its efforts to encourage the integration of arts with work and leisure activities.

Richard Sachs

in association with
The National Trust
Celebrity Concerts 1981

Herring Son & Daw
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THE SPONSORED ARTS

A big thriving centre at South Hill



It may be because of an doing it", Mr. Henderson said. "I would never have imagined the outskirts of Bracknell, in Berkshire, to be the location of a big thriving arts centre. But how wrong I would have been. The South Hill Arts Centre, a large and imposing Georgian mansion with 15 acres of ground, is one of the most progressive and adventurous projects of its kind I have seen.

Its activities include music—symphony orchestras, chamber music, jazz and folk; painting and weaving; pottery; all the visual arts including screen printing, photography, and films; theatrical production and literature.

South Hill has a writer-in-residence, even a musical instrument maker-in-residence who is building a harpsichord with the help of money given by Bentalls. Before joining South Hill its director, Mr. Gavin Henderson, was general manager of the National Youth Orchestra in London and artistic director of the York and Portmouth Festivals.

The centre has a great deal of support from local industry. Firms are beginning to come to us spontaneously now, they know that other companies are

Open air theatre on the terrace at South Hill Arts Centre, Berkshire.

"Our local sponsors now include John Lewis's Warehouses, Clark & Eason, 3M, Racal Air Products and Ferranti, who supported the Royal Philharmonic Orchestra for our Festival of English Music this summer."

"When making your approach, it is very important to find the right person in the company. Most companies differ in this respect.

Sometimes you might strike a chord with the people who run the social club, but you might in other instances find it necessary to go to the top.

"We are lucky in that we enjoy the cooperation and confidence of the Bracknell Development Corporation which being responsible for business school, etc., requirement. It also seemed that they lacked the necessary space in their district, can advise us as to the most amenable place to contact.

"So little by little, the project emerged. We were extremely envious of people with video programmes, the idea had crossed our minds and we already had a modest amount of nucleus of video equipment. But on one day to the next we were transformed in a direction that we could never have imagined. It made us realize that you might want what a company can do to service that company."

"The centre has a staff of 30, and about 6,000 people pass through the front door each week. Businesses in the area pay something like £1,000 a year, which entitles members of their staff and their families to use the centre like a club, and the directors of the companies have the satisfaction of knowing that they are providing a worthwhile service in staff relations."

"Fortunately", Mr. Henderson said, "redundancy in Bracknell is running at 6 per cent—possibly because so many of the firms around here are concerned with electronics, micro-processing and defence technology—and this provides a healthy environment for sponsorship."

"Sponsorship began with us in 1972 when Sperry Gyroscope gave us £2,500 towards equipment for our studio theatre. Now we have a professional theatre company every week, usually playing triple bills. Most of the companies consider it to be the most successful experimental theatre studio in the country. We have used it for a major jazz festival—the only one to receive a substantial grant from the Arts Council."

Sam Heppner

Getting it right

Altruism is all very fine, but sponsorship is not totally altruistic and in a world governed largely by business interests, it would be well to examine its commercial value.

Mr. Luke Rittner, director of the Association for Business Sponsorship of the Arts, straddles the fence and is, therefore, well qualified to explain the benefits of sponsorship to the business community.

"There are not many businessmen", he said to me, "who embark on art sponsorship to sell more of anything. Ultimately, that is what they are in business for, but their underlying motive tends to be corporate promotion rather than commodity advertising.

"Under this umbrella there are many desirable aims: employee relations, customer relations, local and central government relations and finally there is corporate or company hospitality and entertaining.

"Many companies ask us about art sponsorship. We tell them as much as we can and then comes the question: 'Do you think it's right for us?' If they are trying to sell bubble gum, we will clearly not suggest that they support something at Covent Garden because the market would be totally wrong. One has to be realistic and there are occasions when we say to a company: 'We do not think the arts are the right vehicle for you.' I say that to show that ABSA is not here simply to raise money for the arts, come what may."

"The interest of the sponsor is our first priority. Let me give you some examples of how well sponsorship can match the sponsor. Take the case of Bryant & May's sponsored new production of *The Matchmaker* staged by the Cambridge Theatre Company in 1978. For the obvious reasons that worked extremely well; it was the public relations man's dream come true.

"Another recent case has been the sponsorship by Herring Son & Daw, a firm of valuers and estate agents, of a series of concerts in beautiful National Trust properties. There is a natural link here.

"Or take the case of Crown Wallcovering's sponsorship of the visual arts. I think this matching of sponsorship is enormously important and all part and parcel of making it a commercial operation rather than a patronage. I do not mean patronage, I do not mean parasite, but it is something different. It is a one-way operation where the patron is giving something for nothing in return, except for the satisfaction of having done so."

ABSA was set up four years ago by some 40 companies, including IBM, Imperial Tobacco, Marks & Spencer and Commercial Union. Lord Goodman, chairman of ABSA's advisory council since 1977, was present at the inaugural meeting and is chairing ABSA's two-day conference opening today at Leeds Castle, Kent, on corporate sponsorship of the arts.

Speakers at the conference will include Mr. Edmund Dell, chairman of the fourth channel consultative panel; Mr. George Howard, chairman of the BBC; Sir Roy Shaw, secretary general of the Arts Council; Mr. Frank Sammons, senior vice-president, Philip Morris; Mr. Philip Chappell, chairman, International Computers; Mr. Brian McMaster, general administrator, Welsh National Opera; Mr. Jack Emery, associate director, The Old Vic Company; and Mr. Colin Shaw, director of television, Independent Broadcasting Authority.

The association's main objective is to encourage companies in the private sector to sponsor the arts and look after the interests of companies involved in such sponsorship. Companies are encouraged to sponsor not because it is something they should be doing for the good of their souls, but because there are occasions when it makes sound business sense.

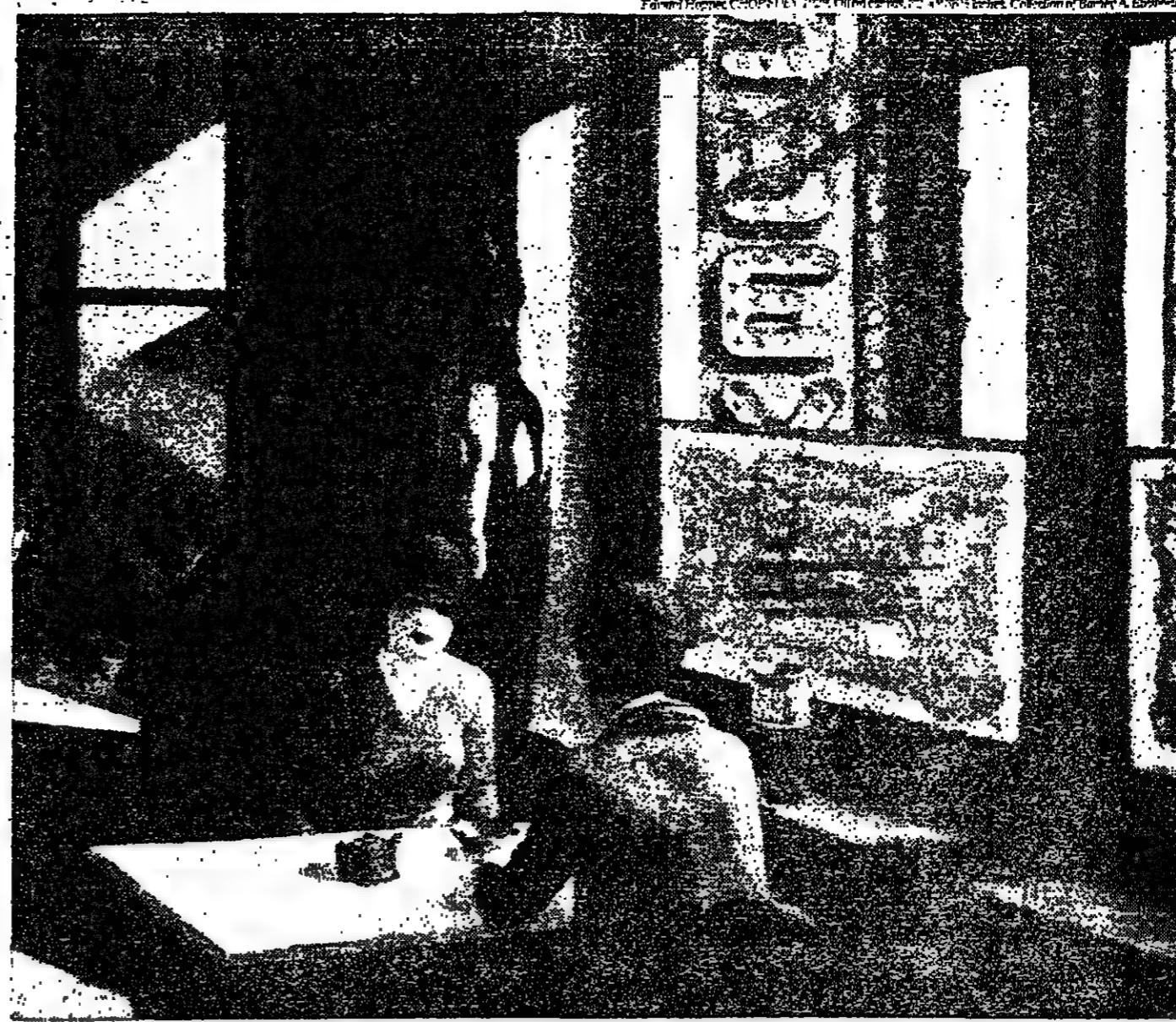
The association is really a kind of trade association, created to look after the interests of its members, all of whom are either interested in or involved in sponsorship of the arts. There is a subtle distinction here; not every member is necessarily a sponsor.

Some who believe in the general principle of sponsorship, but do not actually sponsor anything themselves, join the association to help to promote its aims.

"Faced with a request from the arts", Mr. Rittner says, "many business people put it straight to their charity committee. That body may already be committed to cancer research, starving children and so on, and the arts are probably going to come at the bottom of their list of priorities. We advise them instead to put it to their promotional people or their marketing people; if they can justify it in commercial terms, the firm should do it because it is going to be mutually beneficial."

Mr. Alastair Sedgwick is a director of Marketing and the Arts, a subsidiary formed two years ago by a public relations consultancy, Nielsen Sedgwick & Associates. Among his clients are Carlsberg, British Gas, and Carl Brisson. His firm acts as a sponsor for the arts.

R.S.



See the ordinary made extraordinary

You're looking at just one of the works of the great American painter Edward Hopper—a man who looked at the ordinary and saw the extraordinary.

He was the poet of the commonplace, of empty streets and "gas" stations, rooms and restaurants. He loved doors and windows because they could let life and light in—or seal us off. And he knew—and made us see—that every fleeting moment, however ordinary, is charged with extraordinary meaning and possibility.

That's one reason we sponsored "Edward Hopper: The Art and the Artist" and why we hope you'll see it. In our business, as in yours, we need to be reminded that the material of greatness is all around us if we have the courage to strip it bare and see its meaning.

And that all we need is individual imagination, individual creativeness, individual innovativeness. Sponsorship of art that reminds us of these things is not patronage—it's a business and human necessity.

at the Hayward

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Organised by The Whitney Museum of American Art and

Supported by the National Endowment for the Arts and

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continued from page 9

Braun Electric (UK) of a season of concerts by the Royal Choral Society and Royal Doulton's resurrection of the Mozart Memorial Prize for young instrumentalists and singers, presented earlier this month at the Queen Elizabeth Hall.

Mr. Kallaway distinguishes carefully between sponsorship on the one hand and fundraising, patronage, or charitable donations on the other. He regards it as a tangible business investment and believes strongly that if it is to expand, it must be recognized as such.

"It is a business of equal mutual benefit," he said. "For the recipient, in cash or kind, it is the key to dreams or survival; for the sponsor, it provides positive returns—no matter how difficult these may appear to the onlooker."

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R.S.

S.H.

When business pays the piper, who calls the tune? Sam Heppner reports



"Let's define our terms", said Joanna Brendon, director of St John's Smith Square which was at one time a church but is now a firmly established "one of London's leading concert halls". "I've always understood that to sponsor is to underwrite or guarantee against loss or suffering. This is something we should welcome greatly because we receive £75,000 for new stage and lighting."

"Many of our concerts

are put on at an inevitable loss: we have to pay

musicians' Union rates, and,

even with a full house we

now we won't recoup our

costs. Two years ago, when

we celebrated our 25th

anniversary with a 10-day

festival of concerts, SAT

guaranteed under wrote two

the concerts and

guaranteed took care of the

loss. It will sponsorship,

one kind; an example of

letter from ICI was when ICI

we got £5,000 for a concert

and we got £4,000 and then

it. 'Keep the change'

"Sponsorship has no

sentiment to art. Art would

live without it, but it is

enormous help."

The dedicated aims of the International Festival of Four Orchestras and Performing Arts (IFFO) are to bring together with a common cultural purpose youth from different countries, varying socio-economic backgrounds, different religions, races and colours, and with varied political ideologies... with music and the performing arts as the common interest and motivation".

The Friends of the Royal Academy, who pay £10 a year, already number 25,000 and Sir Hugh Casson would like to see even more. However, as Friends are entitled to free admission to the gallery and to bring a companion—often as they like,

the type of sponsor who guarantees an exhibition against loss is apt to look a little askance at an increase in their number.

"Think what it means for a sponsor to have the use of this gallery", Sir Hugh said. "He can entertain his staff or give a great dinner party in this large, beautiful room."

"IFFO tends to come at the bottom of the sponsorship list because of a feeling that things like Shakespeare plays, Covent Garden and the famous orchestras must have priority. But there are some very good examples of sponsorship on a smaller scale. Thanks to an Aberdeen businessman, a gifted young Polish pianist has just arrived to study at one of our academies; and two young violinists from Soweto are coming over for lessons at Darlington. This will cost £25,000 for each student. We found the money by approaching 200 businesses with interests in South Africa."

Mrs Bryer's organization is also responsible for the European Community Youth Orchestra. IBM (Europe) has supported it this year alone to the extent of \$318,000.

It costs £12,000 a week to show pictures at the Royal Academy to a million people a year. The academy has no government grant. Sponsorship is therefore essential to its survival. According to the President, Sir Hugh Casson, "we would never get our costs back if we had no sponsors".

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"Yes, we have had our minor arguments with a sponsor about the design of posters, the size of lettering for credits and so on, but everything has always been settled amicably in a spirit of give and take."

George Christie, chairman of Glyndebourne Productions, regards sponsorship as "an indispensable part of the business of the performing arts, particularly in the sphere of private enterprise. It covers 10 to 15 per cent of our costs. That may not seem very much, yet if we have a sponsor we should find ourselves £100,000 or £150,000 light".

But, according to Mr Christie, there must be complete integrity on both sides. He told me of a potential sponsor who laid down the condition that Glyndebourne should perform a certain opera of his choice and engage a particular conductor for the occasion.

"It was not on", Mr Christie said. "We could not accept that kind of dictation. Besides, it would have upset our existing team of conductors."

Martyn Geff, director of the National Book League, claims that, for a comparatively modest investment, those who award literary prizes do extremely well in terms of the resulting publicity. He notes with satisfaction that the media generally feel no compulsion to veto references to the commercial organizations behind these awards. "It is difficult to see how they could. After all, the Booker prize is the Booker prize and nothing else."

Michael Kaye, general manager of the Royal Festival Hall since last February and a former public relations director of Carreras, Rothman—he helped to create the Peter Stuyvesant Foundation in 1962—was aware of the dangers of sponsorship as well as its advantages.

"An orchestra which cannot depend on its sponsor may find itself suddenly bereft of funds when there is a change in the structure of the sponsoring company or a new chairman is appointed with different ideas", he said.

"As a rule, the sums involved in sponsorship are not large compared to those applied to the total marketing operation, but one has to consider the reaction of shareholders. If a company has just laid off, say, 2,000 of its employees, it is obliged to take a critical look at its sponsorship policy.

"Some organizations seeking sponsorship make the mistake of approaching companies with merely a bald request for cash. They are likely to be told that the company normally supports a string of other charities and there are no funds left. They would stand a much better chance if they sought support for a specific project: a festival, a scholarship, an overseas tour, or a series of Royal Festival Hall concerts such as the ones now being sponsored by Harvey's of Bristol."

Mr Kaye, who was managing director of the London Symphony Orchestra from 1976 to 1979, said that he had never known of a sponsor dictating the contents of an orchestral programme, or interfering in any way.

Sir Claus Moser, chairman of the Royal Festival Hall since last February and a former public relations director of Carreras, Rothman—he helped to create the Peter Stuyvesant Foundation in 1962—was aware of the dangers of sponsorship as well as its advantages.

"Five million pounds is taken at the box office, another £7m is provided by the Arts Council and about £500,000 comes from sponsors. I hope the scale of sponsorship increases and that there will be a change in the law making such contributions tax deductible as they are in America."

"Without government funding, Covent Garden would close down. But, in the private sector,

sponsorship provides an opportunity for business to make its contribution to socially important activities. And I wish that local authorities were more enlightened. With the exception of the Greater London Council most of them are entirely Philistine."

"I believe" Mr Rogerson said, "that wherever possible, there should be some kind of link between a sponsor and his beneficiary. If, for example, we had staged a play by Daphne du Maurier or some of those in which her father, Gerald, played the leading role, we might have approached Du Maurier cigarettes with the idea. That is why it would be nice if we could persuade Paul Tortelier to play something by a comparatively obscure Italian composer, Giovanni Battista Martini."

As Dr Roy Strong, director of the Victoria and Albert Museum sees it, sponsorship tends to meet the support of the performing arts.

"Very little, if anything at all", he claims, "is done for museums. Companies will occasionally sponsor an exhibition or a writer but that's all. I tried to find sponsors for an exhibition on Fabergé and another on court jewelry of the Renaissance but couldn't."

"Opera and ballet have stars, glamour, colour and excitement, so they attract the money. Many businessmen have never been inside a museum. I prefer to look for overt patronage which is different—the sort of thing that I should do so magnificently for us when they design and print posters and those beautifully produced museum guides that we sell."

"It is time the commercial world realized that something else is going on, besides the performing arts—something that is in retreat and under attack."



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At NatWest we've a gift for talent, which is probably why in the past three years we have sponsored and supported an increasingly large number of Arts presentations throughout the country. We've encouraged various entertainments from Theatre, Opera and Ballet Companies, Jazz

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 NatWest

The tree-dating science that may authenticate a master's work

Getting at the roots of Holbein's horseman

Dendrochronology is not the best known of sciences. It is defined in Webster's Dictionary as "the science of dating events, intervals of time and variations of environment, in former periods by study of the sequence of and differences between rings of growth in trees and aged wood." Its application to art history, the dating of panel paintings, is only 10 years old, with work on sixteenth century panels in Oxford and seventeenth century panels in Hamburg.

It has already proved useful in distinguishing between original paintings and later copies or replicas. However, Dr John Fletcher, who is in charge of the work at Oxford, has just come up with a peach of a finding that is destined to stir controversy.

He claims to have demonstrated the near certainty that five paintings of around 1520-30 are on panels cut from the same tree or at least from trees grown in the same woodland.

Three of the five paintings are well known works by Hans Holbein the Younger, one of the most distinguished artists of the period, extensively patronized by Henry VIII.

One of the others is Man on Horseback, the small panel recently in the headlines having been sold at Christie's as by an artist of the "Circle of Giulio Romano," bought by three known dealers, Colnaghi's, Artemis and Speciman, and sold to the Getty Museum in Malibu.

As already chronicled in these pages, there has been extensive doubt and controversy over its attribution.

Bought in a country auction by Mr Anthony Haynes, a Coventry dealer, for £2,700 it had been included in an oak furniture sale and catalogued merely as a "hatchment". Mr Haynes started working on the possibility that the panel might be by Holbein; it bears on the back the collection mark of Henry VIII.

Prince of Wales, Charles I's short-lived elder brother, and a little device which, it has been suggested, could be an Antwerp panel maker's mark.

Mr Haynes took the panel to Christie's in the hope that they could check the views of leading scholars on the Holbein attribution. This appears to have come to nothing for Christie's gave the painting an inscription to the Italian school.

The three dealers who purchased it also had a hunch that Holbein might be the painter, but they could not achieve a sufficient coincidence of scholarly opinion to justify selling it as such. A year later they got it off the books by selling it to the Getty Museum for \$15,000, a fair price for an unattributed sixteenth-century painting but not for a Holbein.

Mr Burton, Frederickson keeper of paintings at the Museum, had also seen it at Christie's and thought of Holbein. But his conviction was not strong enough to determine him to bid. Finding it still on the market he returned to the idea of acquiring it and in March, 1979, commissioned Dr Fletcher to study it.

Dr Fletcher went to work and has come up with his extraordinary finding. The fifth panel, apparently cut from the same or nearby tree, bears a painting of The Fall and Redemption of Man and is privately owned by Sir Joseph Weld; it was first published as a genuine work by Holbein by F. Grossman in the *Burlington Magazine* in 1961.

The three boards making up the Noli Me Tangere panel in contrast are of poor quality, the tree near its roots and sliced diagonally rather than radially, which was the usual practice. They are cut very thick to guard against warping.

Nevertheless, Man on Horseback indicates Antwerp as the source of the whole group of

painter and it would seem apparent that Holbein acquired several panels from that source. It certainly adds to the likelihood that he acquired and painted the fifth Man on Horseback panel, though it should be borne in mind that up to 100 panels on so might be cut from the same tree and many, no doubt, were used by other artists.

Some further indications can be derived from the dendrochronological studies. Different woods were used for panel paintings in different parts of Europe; in Switzerland lime and fir, in Italy poplar and in southern France walnut. Oak was used in Britain, the Netherlands, northern France and Germany.

Since Holbein's early years were spent in Switzerland, with visits to Italy and southern France, he is unlikely to have had access to oak panels before 1526 when he travelled via Antwerp to England. The indications are that the panels were acquired in Antwerp.

Dr Fletcher, who has now worked on some 200 English and Flemish panels of the sixteenth century, says that panels showing high quality workmanship are consistently of Flemish origin and can be distinguished from those of English origin in the early part of the century at least. Of the five panels discussed here, Man on Horseback is of unusually high quality; it is exceptionally thin and smooth while the grain runs straight through its length, removing the danger of warping.

The three boards making up the Noli Me Tangere panel in contrast are of poor quality, the tree near its roots and sliced diagonally rather than radially, which was the usual practice. They are cut very thick to guard against warping.

If the panels were derived from the same tree, it appears highly likely that they were fashioned by the same panel



Two of the five paintings on panels cut from the same tree or from trees in the same woodland. Man on Horseback, attributed to Holbein, and Archbishop Warham indisputably by Holbein.

panels. Since Warham and Krauter were both painted in England in 1527 and 1528 respectively, some at least of the panels must have been brought here unpainted. It remains to consider the question of when they were painted in Antwerp or England. It seems unlikely that they would have been dumped back in Basle for painting at a later date.

So how do you tell that the panels came from the same tree? Dr Fletcher's findings are also likely to be similar. So the pattern of growth is much closer than for trees grown some distance apart.

The panel comprises measuring the width and number of the annual growth rings along the side of the panel. Moreover, each was cut from an exceptionally slow-growing oak with rings as little as 0.7mm wide—and of exceptional age.

Dr Fletcher's studies of other sixteenth century panel paintings have demonstrated that the average age of a tree at the time it was felled was 150-200 years. The indications

are that this tree was not less than 370 years old when it was felled, probably some time after 1520.

More art-connoisseurs prefer to look at the front of a picture and there are enough stylistic clues to have put the name of Holbein into several minds.

One possibly significant feature is the type of sandal worn by the horseman, a Roman sandal sometimes favoured by Italian artists. Holbein used it extensively in paintings of the 1520s but a search of Flemish paintings of the period shows no example of its use. The panel being of Flemish origin adds significance to this simple clue.

Dendrochronologically speaking, Man on Horseback seems to have moved a healthy step nearer to a Holbein attribution. If scholars are convinced by this new evidence it may even become an accredited Holbein.

Geraldine Norman,
Salcombe Correspondent

Eric Heffer

A timely reminder to Labour MPs

Mr Callaghan could not have chosen a worse moment to resign as Labour Party leader. He has thrown the party into unnecessary confusion and to use his own words, "there are storms ahead". Those storms could be lessened, however, if the Parliamentary Labour Party

were to agree to suspend standing orders and not elect a new leader until after the special party conference in January.

Alternatively, the PLP could agree to the present deputy leader, Mr Michael Foot, standing unchallenged until a new leader is elected on a wider

franchise. That view is supported by some influential trade union leaders and I hope it will be taken seriously. To Mr Foot, who might be reluctant to stand, I would quote Sir Walter Scott: "The privilege of free action belongs to no mortal—we are tied down by fetters of duty—

and our most indifferent actions are but the meshes in the web of destiny by which we are all surrounded."

Had Labour's recent Blackpool conference not agreed in principle on a change in electing the leader, and had it also not decided to call a special party conference within three months to decide the new method, the circumstances would be different. The PLP would without question have gone ahead with elections under existing rules.

The situation in the party now is fraught with danger. Some right-wing Labour politicians and union leaders would not mind if there was a clash between the party in the country and the PLP. They would probably prefer to have two parties and are busy urging that an election solely elected by the PLP should ignore conference decisions both on the party constitution and political questions.

It is important to understand that the PLP is not a separate party from the party as a whole. No Labour MP would be in Parliament without selection by a constituency Labour Party and possibly trade union sponsorship.

The argument about Labour MPs representing the mass of Labour voters is spurious. Of course Labour MPs represent not only those who vote for them but also those who do not, and any serious MP must advance constituents' interests. But voters are not fixed in their views, sometimes they democratically and rightly change

their vote or adherence from one party to another.

To get the present argument about the role of Labour MPs into perspective and understand the constitutional niceties it is important to be reminded of Labour's constitution. In Clause 6 it says: "The work of the party shall be under the direction and control of the party conference, which shall itself be subject to the constitution and standing orders of the party."

The party's objectives are set out in clause 4, part of which says, "To organize and maintain in Parliament and in the country a political Labour Party". It does not refer to two parties, each with a separate identity.

The PLP must be prepared to do all it can to avert a possible clash between itself and the constituency parties that could easily affect Labour's position in the party.

One would be more sympathetic to their advice. If the newspapers and journals concerned are renowned for backing Labour and its policies. But the reverse is the case, and therefore one can hardly expect Labour Party members in the county, and perhaps in Parliament, to heed their advice. Clearly some sections of the media are trying to pick Labour's leader while attacking Labour's conference decisions as extremist.

It is to be hoped that all Labour MPs will put their party's long-term interests first and do everything possible to keep it together. They should ignore the great voices of media pundits and disregard personal ambitions, in the interests of the party and the country.

The author is Labour MP for Liverpool, Walton.

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To reserve advertising space in this Special Report, and for a full synopsis, contact Jim Stephenson on 01-837 1234, extension 7737. Or write to him at The Times, New Printing House Square, Gray's Inn Road, London, WC1X 8EZ.

Special Report

Peter Jay

When theory collides with reality

Washington

It takes fully qualified economists, equipped with academic distinction and armed with enough computerized economic models to sink the Titanic for indeed, given the amount of compressed hot air involved, to raise it, to fail to recognize its magnitude at 10 yards in broad daylight. So it is that grown men are managing to persuade themselves that the 1980 American recession is over and that expansion is about to resume.

In truth the recession has hardly begun, despite the abrupt and severe fall in output during the first half of the year. The impression to the contrary derives from two of the peculiarly artificial conventions used by professional economists to obscure reality.

The first is the habit of defining a recession as "two consecutive quarters of negative growth". It is evident from this that output plummets for two quarters and then runs flat year in and year out. The "recession" will be defined as having been over after six months.

Yet the economy may be operating well below capacity with unemployment at a high level throughout the process of recovery. Indeed, if any increase in output productivity is taking place, unemployment and the margin of unused capacity in the economy may be continuing to rise steadily.

The man in the street would be disposed to call this whole protracted period a recession, even a depression, or a slump. Yet by the definition used currently by professional economists the recession of the 1930s was over in the first couple of years of the decade.

The second—and more ingenious—convention used by professional economists to prevent the layman from penetrating their mysteries and so deprecating their magic is the habit of making forecasts which assume "present policies". This sound innocent but can be absurdly misleading to anybody who supposes that a forecast is supposed to be a prediction of the future, as for example when it is assumed that governments will take no action whatever even in the face of the dire miscarriage of their current policies.

"Policy" tends to be defined in the models most widely used for making the sort of forecasts on which the belief that the recession is over depends. In terms of the budget balance—surplus, deficit, etc.—moderate rates of inflation are set to be maintained, to which it is assumed to move back temporarily, and while the left are depicted as enemies of democracy. There are also opinion polls which seem to put certain "moderate" Labour politicians out in front.

One would be more sympathetic to their advice. If the newspapers and journals concerned are renowned for backing Labour and its policies. But the reverse is the case, and therefore one can hardly expect Labour Party members in the county, and perhaps in Parliament, to heed their advice. Clearly some sections of the media are trying to pick Labour's leader while attacking Labour's conference decisions as extremist.

It is to be hoped that all Labour MPs will put their party's long-term interests first and do everything possible to keep it together. They should ignore the great voices of media pundits and disregard personal ambitions, in the interests of the party and the country.

The author is Labour MP for Liverpool, Walton.

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DIARY OF HAMMER AND TONGS



whole tactic for bringing the renegades to heel. He told me: "That is a very logical question". He said it in tones of such objectivity, as to imply that for that very reason he had no need to answer it. And he didn't. But I'm not letting you finish your hard ball means what you in your old-fashioned way would call going to hammer and tongs.

Exactly, said Hilda. And to head that off Reagan had to issue a statement to the effect that in his view the Creator had Jewish prayers very clearly thank you. Not that any faithful Jew would mind what Mr Reagan or a bombastic preacher thought on the subject. And why should non-Jews care about the efficacy of Jewish prayers?

"I see," declared, "that you're going to be doing that?"

"It wasn't explained, but the remark was interpreted by the press as a mean and vile personal smear. So sensitive was Mr Carter to these charges that he apologized and promised to take the looser road in future.

"You've told this story before," Hilda interrupted sharply.

"But some readers may not have heard it. I remember once at a press conference in Rhodesia, I asked Harold Wilson a question which seemed to me to puncture his promise."

"Surely," I mused, "it's part of campaigning for an election to point out the possible disadvantages of a victory for your opponent? Why should

Reagan be immune simply because he's old and a bit of a bumbler?"

"Come, come," Hilda scolded. "You're getting more and more like a child."

"But he has made an unusually large number of what the press headlines as gaffes."

"I know that time early on when he indicated doubts about Darwin's theory of evolution. (Maybe he thinks it's appropriate to be a chair in theology). More recently he said environmental problems were exaggerated and that clean-air restrictions were placing unnecessary burdens on industry. That was at a time when Los Angeles had been holding its breath for a fortnight under a persistent smog. He made it worse by accusing reporters of 'nipplelicking' when they asked him about it."

Hilda did not immediately respond, but nibbled ruminatively at a sunflower seed.

"I blame the press," she said finally. Before I could expostulate she held up a cautionary paw. "I know you journalists see red when anyone dares to criticize you, but I've been looking at the American press coverage of the election quite closely and I think you can go so far."

"Whom would you be referring to?"

"It would be like hearing the candidate make statements and then have them by court-martialized. The whole thanks to television, v the jury. It could last an hour or two every week before the election."

"Would newspaper allowed to report this?"

"Yes, but they quote from the actual trial. There could be no comment on interpretation. Think columns of newspaper that save for reports of what actually happened."

"As a journalist I could accept such results," said. But I stayed at night thinking about when I looked at the next morning, with its analysis of exactly what actually happened."

"President might have said, 'Michael, I think that Hilda is about to do something after all.'

Michael



THIRD TERM FOR MR FRASER

Mr Fraser, the Australian Prime Minister, has had his majority trimmed, but the simplistic predictions of the opinion polls—which in Australia are helped by compulsory voting even for “don’t knows”—have been falsified. Probably Mr Hayden and Mr Hawke were never deceived, though they naturally used the polls to rally Labour and woo those who like to vote the winning ticket. They know how unevenly the federal electorate often votes. Because circumstances and personalities vary widely from state to state, the federal parties are composite of the state parties, whose popularity, not to say reputations for efficiency and probity, vary greatly and even unedifyingly. Broadly, the Australian Labour party has made the expected gains in the industrial east, but has failed to penetrate the western states and the rural electorates. The make-up of the new House of Representatives will probably better reflect the moral balance of Australia’s conservative and radical preferences.

The question for Mr Hayden and Mr Hawke this week, when the final alignment emerges from the counting of second preferences, is whether in 1983 they can “do a Whitlam”—that is, break through the conservative barriers with new ideas and a record of responsible and effective opposition, which means one that will not be torn

by personal vendettas. Their showing, in Victoria, suggests they could. Mr Hayden’s lack of leadership has developed remarkably in the fight, but Mr Hawke’s advent is expected to transform Labour performance in the House.

Mr Fraser can claim that the majority has endorsed his economic policies. Voters have shown they are angry about unemployment, but fearing inflation, are prepared to give the nasty monetarist medicine another three years to work. For the next three years, therefore,

Mr Fraser and Mrs Thatcher will be putting to the final test that broad parcel of policies labelled monetarism, and unemployment will be the litmus test applied at the end of the period. Professor Friedman promised over the weekend that if these policies were persisted in, growth would re-start in a year or so. Australia, like Britain, must hope that he and his eminent pupils are right.

Australia has big advantages. The prospect of a Labour victory hit the stock market, but now the foreign investors queuing to prospect Australia’s vast potential and develop its resources under the favourable tax regime of the Liberal and Country Party coalition, will return in force. That Australia will become much richer in statistical terms seems certain. But in a mass democracy what matters is the distribution of wealth. The continued erosion of the protected manufacturing sector is producing much of the

television to the rescue

President Carter and Mr Reagan are after it to hold a televised debate of his election campaign. There has been one television debate already, but that was just between Mr Reagan and Mr Anderson because the President refused to take part if Mr Anderson did so. Now Mr Anderson’s support in the polls has dropped well below the fifteen per cent which has been regarded as the qualifying level for him as an independent candidate. So the stage is set for an event which may prove decisive in this election and may also be of some consequence for the future conduct of American presidential campaigns.

The television debates were of critical importance in President Kennedy’s narrow victory over Mr Nixon in 1960. Dr Hitler it was the first of that series which swung opinion. The way in which it did so should be a warning against any exaggerated claims for the capacity of such debates to elevate the level of the campaign. Those who heard the debate on radio tended to think that Mr Nixon had had the better of it. But they missed Mr Nixon’s five o’clock shadow and the appearance of vitality which John Kennedy was able to convey, both of which so much impressed the viewers.

President Carter also won by only a small margin in 1976 and he too owed much to a television debate. That was the occasion on which Mr Ford made the extraordinary mistake of proclaiming that “there is no Soviet domination of eastern Europe”, a statement which neither increased respect for his grasp of foreign affairs nor endeared him to the Polish and other east European communities in the United States. It was hardly a substantial contribution to public discussion, but it was regarded as revealing of the man.

With the gap narrowing now between Mr Reagan and Mr Carter in the opinion polls, the television debate may once again tip the scales. This is more likely to come from one of the other making a foolish blunder than from any dazzling exercise of rhetoric or impressive command of the issues. But one should not be too dismissive of the art that the debates can play in making the campaign at least more serious than it would otherwise have been.

The recent campaign has been disappointing in a double sense.

None of the three candidates has aroused much enthusiasm or inspired much confidence. None of them looks well equipped to deal with the many problems that require effective political leadership, at one or two “re-births” of the United States’ sagging reputation in the outside world. The campaign has also been depressing for its failure to deal with serious issues in any depth. The sharpest controversy has been over whether the level of abuse directed by the President towards his principal opponent has been excessive. Mr Reagan has come across as a more agreeable man than many people had supposed without failing to be more thoughtful. Mr Anderson has been earnest, though managing to stake his case very far.

Every election campaign is bound to be seen as a horse race, and every campaign ought also

to be an occasion when the country considers the problems it faces and the policies it might pursue. Hardly any campaign satisfies the purists on the second score: a democracy is not so reflective a body as they would wish. But the present American campaign is almost exclusively a horse race. The interest has centred almost entirely on who will win. It is difficult to think of any serious issue which is seen in a new light as a result of the exchanges.

This will not be changed overnight by a television debate.

Much of the attention then may fasten on incidents. But at least there will be every opportunity for serious issues to be raised. The candidates will be asked to explain their views on the substance of policy. Their comments then may lead to a spin-off discussion over the following days. So the debate stands some chance of improving the coverage of the campaign.

That is necessary now, and it will probably be needed in future elections because the dreariness of this campaign is not entirely an accident. Candidates are realising increasingly that specific positive statements may be hazardous in an age of instant communication in a country as various as the United States. Some potential supporters are always liable to be offended. So candidates need to be pressed on the issues. That may not happen with the debate, but it would certainly not happen without it. And without a debate this year between the principal contenders the custom might well have lapsed for the future.

It is an old, private debate which I conducted with Sir Hugh when he invited me, and again to the board that he was a “journalist”. “You are an editor,” I told him and it was in this capacity that I believed him then to be, and still to have been, one of the most influential and important of all director general of the corporation.

All editors are journalists; only the exceptional journalist can be an editor. This basic understanding seems to me, if I may still say so, of ever-increasing significance and importance if the proliferating media of our electronic ingenuities is to serve its more serious purposes. The editorial decision remains of transcendent importance.

Secondly, Sir Hugh failed, I think, as he has not previously done, to acknowledge at all the continuing support he received from his board of governors in carrying through his adventurous innovations. In this context it was a regrettable omission since an early claim made by Lord Hill upon his arrival as chairman, that he found the board of governors to be a cipher and was only spurred to consequence after he had taken command.

Yours faithfully,

RICHARD LUSTY,
The Old Silk Mill,
Blaize Court,
Moreton-in-Marsh,
Gloucestershire.
October 14.

Soviet denial

From Mr Mike Ambrose

Sir, You gave prominence (October 6) to a report “Moscow embarrassed by report that Iran rejected aid offer.”

Given your interest in the subject, it was surprising that you did not inform your readers of the Tass rejoinder (October 8). This stated clearly that “there have been no proposals from the Soviet side to Iran concerning arms deliveries and, consequently, the Iranian Premier had nothing to reject.” Yours sincerely,

MIKE AMBROSE,
Novosti Press Agency,
3 Rosary Gardens, SW1.
October 14.

Life, death, and Panorama

From the Head of Current Affairs Programmes, BBC Television

Sir, Professor Caine, in his letter of October 16 about brain death, accuses *Panorama* of displaying manipulation and suggests that “an analysis of these matters is complicated and potentially unsuitable for transmission by peak-viewing television programmes devoted to entertainment and sensationalism.”

Professor Caine clearly misunderstands the purpose of *Panorama*. No one who has watched the programme regularly over the last 10 years could possibly describe it in those terms. Its principal task is to investigate and “throw light upon matters of public concern and interest. I believe it has a public duty to do so.”

It is also important to put on record that *Panorama* reported the facts as it found them, as fully and as fairly as possible. Some of these facts may have been disturbing, but they were not distorted or manipulated.

All the criticism of British practices in defining and diagnosing brain death were put to and answered by an eminent British neuro-surgeon: hardly evidence of bias.

Brain death is clearly a complicated subject. This should not mean that the public is denied the opportunity to consider the arguments of those who have a professional concern about this matter—a matter of potential interest to any viewers of *Panorama*—a matter of life and death.

Yours faithfully,

JOHN GAU,
Head of Current Affairs
Programmes, Television,
British Broadcasting Corporation,
Lime Grove Studios,
London, W1.
October 17.

From Mr C. W. Koenigsberger

Sir, Professor Caine’s emotional tirade (October 16) is no answer to the thesis advanced in the *Panorama* programme. Potential donors of organs are entitled to be satisfied that all existing medical resources are used in order to ensure that they are dead before the ventilator is turned off. Since, as Professor Caine admits, no one test is infallible, all tests must be done, including an EEG (electroencephalogram) and an angiogram. That, according to *Panorama*, is a lesson leaves Australia favourably placed—but the question is whether the quality of Australian politicians matches the opportunity.

Yours faithfully,

C. W. KOENIGSBERGER,
10 Old Square,
Lincoln’s Inn, WC2.

October 17.

Defence of the Romans

From the Managing Director of *Eyre Methuen Ltd*

Sir, The reaction to Howard Brenton’s play, *The Romans in Britain* (review, October 17) raises two issues of principle. First, as with any work of art, those who wish to form an opinion of it should see it or read it or both: they should not rely on published reviews, still less on the comments of public busybodies who do not work in the theatre and who may or may not think differently must be free to say so, passionately if need be.

What I hope can be agreed is that theatre workers and playgoers must make their own decisions and that threats of censorship, whether by Lord Chamberlain, local government or police, must be resisted. It is part of the business of theatre to dramatise painful subjects that are of individual and social concern. This means audiences will experience danger and offence on occasion. If this is not permitted the theatre will wither. A theatre that is afraid of great failures will see no great successes.

Yours faithfully,

STEPHEN TUNNICLIFFE,
4 The Square,
Clun,
Craven Arms,
Shropshire.
October 15.

In the Labour Party there is a minority which openly proclaims its disbelief in each of these things. The candidate who most convinces me that he will fight that minority and not appease it is the one who will get my vote for the leadership. (Incidentally, too, such a course

The Romans in Britain is a dramatic poem of considerable force and beauty. I think it will live in our theatre and grow in our minds: we owe the National Theatre a great debt for staging it. But those who have seen it or read it and think differently must be free to say so, passionately if need be.

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Yours faithfully,

GEORGE STRACHAN,
Managing Director, Eyre Methuen,
11 New Fetter Lane, EC4.
October 18.

The past 25 years of British theatre history have seen London become the theatre capital of the world. This happened because risks were taken in and outside London. (How does the Leader of the GLC (report, October 18) imagine it happened?)

Four examples (out of many) of plays on the theme of human cruelty which provoked widespread hostile and dismissive reviews (and, in one case, legal action) are Harold Pinter’s *The Birthday Party* (staged by Michael Codron and David Hall in 1958); David Rudkin’s *Afore Night Come* (Royal Shakespeare Company, 1962); Edward Bond’s *Saved* (Ensemble Stage Company, 1965); Joe Orton’s *What the Butler Saw* (Lewes-Delфт and H. M. Tenter, 1969).

Some of these productions were artistic successes (in my view). Some were not. But all four plays are now widely recognized as landmarks of post-war theatre. All must have taken a degree of courage to write, act in, stage. The management that staged them (or individuals within them) have been amongst the mainstays of new British theatre in the past 25 years. Are they fools—or corruptors of youth?

The *Birthday Party* was dismissed by nearly every reviewer but Howard Brenton and Alan Bennett enjoyed high critical regard as two of our leading contemporary playwrights. As such, they are writers to whom hard-pressed theatre managers might expect to look for means of rescuing the theatre from the doldrums. It would be interesting to know what part Brenton and Bennett see their theatrical “shock tactics” as playing in this important task.

Mindful of our history, theatre-goers must defend the right of playwrights, actors, directors, theatre managers and even reviewers to take risks and make mistakes. I happen to admire much of Brenton’s work and to have published many of his plays. For me

theatre workers and playgoers must make their own decisions and that threats of censorship, whether by Lord Chamberlain, local government or police, must be resisted. It is part of the business of theatre to dramatise painful subjects that are of individual and social concern. This means audiences will experience danger and offence on occasion. If this is not permitted the theatre will wither. A theatre that is afraid of great failures will see no great successes.

Yours faithfully,

IRENE RAY-CROSBY,
58 James Street,
Oxford.
October 15.

While teaching male and female undergraduates it seemed to me that those who had been encouraged to go to school and then college had to assert their right to think for themselves, even at the risk of being proved wrong, whereas the women had been trained to absorb and reproduce conventional ideas which would get them a decent degree. After a term’s encouragement the women were thinking as independently as their male counterparts.

It also seems likely from my experience that women’s colleges still select candidates who will be solid, hard-working undergraduates, neither geniuses nor failures. When they no longer feel the need to play safe in order to justify their existence, perhaps their results will show more variety. The effects of increasing coeducation should also be interesting.

Yours faithfully,

MICHAEL DAVISON,
5 St Albans Road,
Kingston upon Thames,
Surrey.
October 16.

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Yours faithfully,

JOHN CROOKSHANK,
The Royal Automobile Club,
88 Pall Mall, SW1.

October 13.

The preparation of concert programmes for performance within the locality—the aim being to keep music alive within one’s own community—provides more honest encouragement to amateur musicians than any radio or television-boosted contest could do, however prestigiously promoted. I hope other musicians who feel as I do will make their opinions known and help to scorch Mr Hunter’s scheme in its infancy.

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Stock Exchange Prices

Capitalization and week's change

ACCOUNT DAYS: Dealings began, Oct. 13. Dealings end, Oct. 24. Settlement Day, Oct. 27. Settlement Day, Nov. 3.

Forward bargains are permitted on two previous days.

(Current market price multiplied by the number of shares in issue for the stock quoted)

Stock-out-standing Stock	Price last Friday book field	Chg. on week price P/B	Gross Div. last on div yield	Price Capita- liza- tion Company	Price last on div yield	Gross Div. last on div yield												
BRITISH FUNDS																		
COMMERCIAL AND INDUSTRIAL																		
A—B																		
45m. Each	130.19	1980	200.4	••• 13.03 16.512	11,672 13.952		1,551,000	Brade & Scott	36	••• 3.10 5.7	45.2m.	McKeechne Brodrick	36	••• 2.50 3.7	105.4m.	Turner Newall	97	••• 11.13 1.12
45m. Treas.	147.1	1981	224	••• 11.672 13.952			5,577,000	Dreamland Elect	36	••• 1.78 4.2	32,000,000	Turffit	76	••• 1.4 1.1	11.1m.	Argonaut Trust	87	••• 7.8 5.16
45m. Treas.	157.8	1971	97	••• 3,608 13.163			5,703,000	U.S. Electric	36	••• 7.5 10.2	44.3m.	Magnet & Signs	120	••• 2.5 2.7	39.3m.	IBM Cpl	67	••• 7.8 5.16
45m. Treas.	191.5	1981	96	••• 3,608 13.163			6,167,000	AGB Research	36	••• 7.5 10.2	45.7m.	Matheson Denny	120	••• 2.5 2.7	39.3m.	UK Int'l	88	••• 1.4 1.1
45m. Treas.	191.5	1981	96	••• 3,608 13.163			7,007,000	AI Ind Prod	36	••• 7.5 10.2	45.7m.	Double Int'l	120	••• 2.5 2.7	39.3m.	UK Int'l	88	••• 1.4 1.1
45m. Treas.	191.5	1981	96	••• 3,608 13.163			7,007,000	Altronics Int'l	36	••• 7.5 10.2	45.7m.	Double Int'l	120	••• 2.5 2.7	39.3m.	UK Int'l	88	••• 1.4 1.1
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45m. Treas.	191.5	1981	96	••• 3,608 13.163			7,007,000	Altronics Int'l	36	••• 7.5 10.2	45.7m.	Double Int'l	120	••• 2.5 2.7	39.3m.	UK Int'l	88	••• 1.4 1.1
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WHITE HORSE



SCOTCH WHISKY

THE TIMES BUSINESS NEWS

■ Stock Markets

FT Ind 481.1

FT Gils 70.74

■ Sterling

\$2.4155

Index 77.2

■ Dollar

Index 83.9

DM 1.8425

■ Gold

\$868.50

■ Money

3-mth sterling 16-15%

3-mth Euro \$ 134-134%

6-mth Euro \$ 134-134%

Friday's close

IN BRIEF

British engineers' hours lowest in Europe

The basic hours worked by white-collar staff in the British engineering industry are lower than in the rest of Western Europe, according to figures published by the Engineering Employers' Federation.

The survey shows, however, that the hours worked by manual employees are in line with the rest of Europe. In 1983, when British engineering workers will have been on a 39-hour week for more than a year, their annual hours will still exceed those of German workers by eight.

The figures are published at a time when some white-collar unions fear that the success of manual workers in obtaining reductions in working hours may erode the traditional differential they have hitherto enjoyed by having shorter hours.

Telecom investment

British Telecom has launched a £145,000 project, packing Logic, a company partly owned by the National Enterprise Board, to develop a "black box" for communication between different types of electronic hardware in offices.

Romanian plan

Romania's 1981 economic plan calls for an 8.1 per cent increase in industrial output and a 23.7 million tonne crop, the most modest growth rates in two decades. Officials said the policy shift was needed to consolidate postwar achievements and to shield the country from the effects of the world energy crisis.

Directors protest

The first annual conference of the Scottish Division of the Institute of Directors in Glenrothes has told the Government that the private sector is suffering in the fight to control inflation, while public spending and public sector pay awards are seriously in danger of getting out of control.

IT jobs to go

IT (Chesterfield) is to phase out 180 shopfloor and white-collar jobs over the next nine months because of falling demand for stainless steel tubes and cylinders. The company reduced its workforce by about 300 earlier this year.

Ethyl alcohol policy

The budget, agriculture and legal affairs committee of the European parliament are to test the legality of an EEC commission proposal for an ethyl alcohol policy in the European Court.

Oil output may decline

World oil production is not likely to increase this century and may decline by as much as half in western industrialized countries, according to a United States congressional report.

Perkins lay-offs

Eight hundred workers at the Perkins diesel engine plant in Peterborough have been laid off today because of a reduced demand for certain types of engine.

Letsave deal

Jetavia, the British tour operator, has signed a contract with British Airways for 250,000 seats worth £30m on services to the United States during 1981.

Tat pact signed

Union leaders have signed an agreement with Fiat, ending Italy's worst postwar industrial conflict after 37 days of strikes and several violent incidents.

British Steel's revision of costing to centre on reduction in electricity bill

By Peter Hill
Industrial Editor

The British Steel Corporation plans to attack its soaring costs in the face of increasing losses, and the prospect of further redundancies. The Government has already allocated £100m to British Steel this year.

Bitter arguments are expected over the new cost review between the corporation on one side and the Central Electricity Generating Board and the Electricity Council, on the other, as the corporation attempts to reduce its annual £250m electricity bill.

One possibility is legislation that would enable British Steel to sell electricity generated at its plants to the CEGB at market prices.

Attempts are also expected to negotiate a mechanism between the nationalised bodies to establish fair transfer prices for energy to enable the corporation and private sector to compete with foreign steelmakers.

Also, Mr Ian MacGregor, chairman of the commissioning Coopers & Lybrand, the corporation's advisers, to revise British Steel's management costs.

These moves coincide with preparation of the ESC's cost review plan for submission to the Government during December. This is likely to entail a further reduction in manufacturing, job losses and capital reconstruction similar to the £1,240m writing down of assets agreed by the Government last year.

Independent steelmakers and British Steel have already made strong representations to Ministers and the state electricity organisations on the higher cost of electricity in Britain compared with European competitors' bills. The ESC said it had to pay more than £300m less this year and that this was above what it would have paid if energy costs had followed average inflation.

Energy is the second highest cost in steelmaking after labour, and workers are at about £50 a tonne or 30 per cent of costs. The ESC says that subsidised energy prices elsewhere in Europe give continental steel producers an 8.8 tonne price advantage.

ESC has already negotiated with the National Coal Board for cheaper coking coal. The corporation is expected to press more vigorously for reductions in electricity prices.

In the wake of the Government's summer announcement that it intends to break the state monopoly on the generation of electricity for sale, Mr MacGregor's advisers have suggested that if electricity prices rise again, the corporation should re-evaluate the optimum generating capacity of its own works.

Mr Ian MacGregor: "The customer dictates what we can and cannot do."

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Over the weekend Mr MacGregor said: "The customer is our king and he dictates what we can and cannot do. Our plan has to be adjusted to the future perception of what we can do together, and there may be something less than the numbers now."

He has sent Dr David Grieves, his senior personnel executive, to Jones & Laughlin, America's third largest steel company, to study work practices and productivity.

This year Jones will produce about 13 million tonnes of liquid steel with a labour force of 37,450 compared to ESC's smaller output by a labour force of about 140,000.

Fight for life, page 21

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MANAGEMENT

Stock relief provisions come under pressure

Stock relief, which was introduced in 1974 as a temporary measure to provide relief against the ravages of inflation has, like inflation, stayed with us.

Relief is calculated by comparing closing stock and work in progress with the opening figures and giving the difference, less a slight reduction as a deduction from taxable profit. At first it was seen as a means by which the payment of tax would be deferred during periods of expansion and it was expected that the liability to tax would be clawed-back in later periods when stock values fell.

There is much concern at the moment that some companies, hit by high interest rates and the general recession will find themselves with large claw-backs when they can least afford it. While it is possible that such a claw-back could be fatal to companies already tottering on the edge of insolvency, the danger expressed by the Confederation of British Industry among others—does seem to have been overstated.

In most cases the effect of inflation on stock values has been such that unless an industry is significantly contracting its operations, a decrease in the actual money value of stocks is unlikely. Further, where temporary falls in stock levels occur, for example, because of short term liquidity pressures, the company may elect to defer the claw-back until the next trading period.

A more common problem experienced by companies whose stocks were rising, is that they found themselves building up large deferred tax provisions as a liability which might never crystallise. Because of this it was felt that after a certain time unrecovered stock relief should be written-off and in 1979 legislation was introduced preventing the claw-back of past relief by the Revenue after six years had elapsed from the period in which it was given.

Write-off

At first glance this legislation appears fairly simple; but in cases where stock levels have been erratic during the intervening six years there can frequently be a problem in deciding how much of the past relief is in fact eligible for write-off.

The Revenue interprets the words that "relief is to be recovered from later periods before earlier periods" as meaning later periods before the period of the claw-back, while it is frequently in the taxpayer's interest to give the words their natural meaning and set off any claw-back against his most recent accounting period.

Under the second interpretation the whole of the claw-back has been set off against the relief for 1978 and 1979, giving not only the write-off of £18,000 at January 1, 1980, but also every likelihood of a further write-off of the £60,000 relating to 1975 at January 1, 1980. This £60,000 has also been swallowed up by the claw-back under the Revenue interpretation and so would no longer be available for write-off.

Claw-backs

The difference in view is of more than academic interest; it can affect not only the extent of any potential claw-backs, but also the extent of any deferred tax provision which might be necessary where falls in stock level are expected. It would also be important to examine the basis of the deferred tax provision of companies taken over where this relates in any way to stock.

Unlike other areas of law, tax legislation is not designed with a predominantly social aim but merely to raise money for the government as efficiently as possible and to ensure that no taxpayer escapes his liability. As such it is a framework in which businesses must operate; it is the spirit which must be followed and it is essential that the draftsmanship should be as clear and unambiguous as possible.

It is probable that a test case will be brought shortly to decide this point but in the meantime it will usually be advantageous for many companies to submit their claims on the alternative basis until the matter has been finally decided.

Both the Government and industry have expressed dissatisfaction at the way stock relief is operating and several solutions are being considered, particularly to reducing the time in which relief can be permanently written off or deferring the claw-back over a longer period than one year.

During the Budget speech the Chancellor announced that a review of stock relief provisions was intended shortly and it is expected that a Green Paper will be published soon. It has also been indicated by the Government that if and when a new system of corporation tax is introduced stock relief will be superseded altogether, although such radical reforms are usually a long time coming.

Clare Watson

In the second article in our examination of British marketing, Hugh Davidson (below), chairman of the Marketing Society in 1978/79, who now runs his own management consultancy, debates the central issue of whether UK marketing has been able or allowed to make a proper contribution to our industrial performance since the last war.

Only part of the product package

Imagine yourself as marketing director of Round-the-Bend Motors Inc. After exhaustive consumer research you have identified the ideal balance between space, economy, performance and price in a medium-sized car.

Years of work with R & D, design and engineering have resulted in a car which production can make to the required price. The model is well accepted by dealers and the public. But, one year later, you are receiving a disturbing number of complaints about poor quality and reliability.

Two years later, a competitor launches a similar car, of inferior design, but 10 per cent cheaper and with better reliability and finish. You know this competitor has a unit cost of goods 20 per cent below your own. Your company fights back by cutting price, tightening up on quality and stressing superior design. But the profit has disappeared.

Is this an example of bad marketing? Or is it an example of good marketing destroyed by inferior production?

Let us be realistic about what marketing can and cannot achieve. The best marketing in the world cannot solve basic production problems.

Marketing is an approach to business. Its role is to relate the strengths of the company to the opportunities in the market place.

This will result in maximum profit for the company and good value for the consumer.

"Marketing" is quite different from "selling", which is trying to make the customer want what you've got."

Marketing cannot flourish in isolation. Edward Morgan, for many years chairman of Procter & Gamble, put this well: "There is no such thing as marketing skill by itself. For a company to be good at marketing it must be good at everything else, from R & D to manufacturing, from quality controls to financial controls."

It follows that marketing can only be effective in an efficient company. If a company has lower quality and higher cost of goods than its main competitors "good marketing" can do little. Such debilitating weaknesses make it impossible to satisfy consumer needs better. Our major problem is less identifying consumer needs than meeting them competitively.

Study after study suggests that the two most important British problems are low productivity and inability to use R & D and production on an integrated basis.

First, low productivity: the new study by the Brookings Institution reaches this predictable conclusion:

"Britain's economic malaise stems largely from its productivity problem, whose origins lie deep in the social system."

Among supporting evidence was a study by C. Frerck, among 100 international companies, where production equipment and management methods presumably had much in common.

Increasing the status of the production manager. He has the most difficult job in the company, and one of the most important:

There are many better qualities than I can prescribe solutions but seemingly important ones are:

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BY THE FINANCIAL EDITOR

Australian markets after the election

News yesterday that the Liberal coalition has won the general election should help underpin Australian shares. The Sydney market has been one of the best performing equity markets in the world over the past year with the All Ordinary index rising from 520 in August 1979 to 806 at the start of 1980 and within a whisker of 1,000 at the beginning of this month. For the last two weeks equities were increasingly worried as the opinion polls pointed ominously to a Labour victory.

Politics aside there have been growing signs that Australian shares supported this year by the strength of natural resources and particularly oil stocks and the rediscovery of the market by overseas investors, were due for a breather. There has been a growing feeling that the mineral and energy stocks that led the boom may have become over-valued. The key here, of course, is mineral prices, gold included, which apart from oil have disappointed in the second half of the year as world trade and industrial production have slackened.

There have also been doubts, voiced both internally and by outsiders like the OECD, as to whether the economy can sustain the pace and that seemed to be underlined by cautious August budget which kept a tight rein on monetary policy.

On a technical level too the yield gap between equities and bonds has become wide enough for many institutional investors to become more cautious.

Despite the bouts of selling in recent weeks most of that seems to have stemmed from small investors rather than domestic and foreign institutions whose faith in Australia's political stability, the comparative underdevelopment of resources and the generally sound economic prospects of the Pacific basin remain undimmed.

Grindlays

A curious imbroglio

A curious imbroglio being played out between Lloyds Bank and Citibank, the second largest in the world, is slowly unwinding. At the centre is a tangled web of shareholdings in Grindlays Bank and Grindlays Holdings, the publicly quoted company whose only significant asset is a 51 per cent stake in the bank. Accessory players in the few of some observers are the Royal Bank of Scotland and its London clearing bank subsidiary, Williams & Glyn's.

Lloyds Bank owns 41.4 per cent of Grindlays Holdings and is by far its major shareholder. Citibank owns 49 per cent of the bank and has a management contract, officially and somewhat coyly called a "management arrangement", which runs out at the end of December. Two subordinated loan stocks, one in sterling one in dollars, worth over £25m also expire at the end of the year. The loans were arranged in the dark days of 1975 by Lloyds Bank with funds provided, it is believed, by both Lloyds and Citibank.

It is the approach of the end of the management contract and of the loan stocks that has set tongues wagging in the City. Various rumours have gone the rounds, including a persistent one, first floated in a summer, which suggests a rather inelegant carve-up of the Royal Bank of Scotland where Lloyds has a 16 per cent stake in the takeover of Williams & Glyn's by Citibank.

The connection with Grindlays of both bank and Lloyds Banks largely historic. Lloyds first acquired shares in what has subsequently become Grindlays Holdings in the 1920s after it swapped its Indian anchor for shares. Citibank got first involved in 1969 when it acquired a 40 per cent stake in the bank. This was raised through the issue of new shares to 49 per cent in 1975.

In 1975 in the midst of the secondary banking crisis Grindlays Bank itself had run into trouble because of the property lending of its merchant bank subsidiary Williams & Glyn's. Losses over two years amounted to some £30m. This inevitably affected the parent bank and it had to be helped. This took the form of the increase in the capital of the bank, Citibank's management contract and the subordinated loan stocks. It was at the time that the management deal

would last between four to five years and next December marks the end of the fifth year.

It is not apparent what Citibank was hoping to achieve way back in 1969. What is now quite clear is that Citibank would be a happy seller of its stake. Given the fact that Lloyds has a commanding stake in Grindlays Holdings it would, at this stage be the only obvious buyer, unless of course, both sides agree on a deal involving a third party. Lloyds would not mind buying Citibank out. The matter has already been discussed but, because of differences over price, the two parties are far apart. It is quite possible that Citibank looks on its stake with the rather fancy valuations

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Business Diary profile: Where the CAP fits

Consumers who swarm round London's Charing Cross Station are probably not aware of how near to extinction the pulse of the Civil Service which would not exist were it not in the EEC. Hardly anybody has heard of the Civil Service, and few of those who are clear about what precisely it does.

The task of its staff of 580 is easily simple. It is to minister the finances of the EEC in the United Kingdom, i.e. to turn taxes into a pile of strange, byways known to those who do not understand how far the tentacles of the policy can extend.

Those who do know of the Civil Service often think it is as the guardian of the vast range of EEC surplus food "mountains". Its main task, however, is to supervise and direct the constant flow of meat that results from the complex interlocking of levies, subsidies, costs, aids and purities that keep the CAP in business.

The board has to face in two sections at once. It is an arm of the Brussels authorities with a director line to the European Commission and the Community management committee which controls the national shares of the intervention board.

But the board is also a department of the British Government. The board has an executive arm, the other 54 members all staff. Four of the 54 are senior officials from each of the four government departments whose ministers appoint members of the board.

Since the board covers the whole country it is responsible simultaneously to Peter Walker, the Minister of Agriculture, and to the Secretaries of State for Scotland, Wales and Northern Ireland. Its fifth member is its chief executive.

The present holder of the post is 52-year-old Kingsley Atkinson, who began his career in the Civil Service in the Ministry of Agriculture in 1950.

He has been an under-secretary since 1973 and since then has worked on CAP affairs in the ministry and the Cabinet Office.

The fourth member of the board is the chairman and only.

He is the civil servant who is a civil servant.

David Jessel, deputy chairman of the Eagle Star Insurance Group, was given the job by the Conservative Government early this year. He is the only holder so far not to be associated with agriculture or European policies. His predecessor was a potato farmer.

The board has been spared criticism by anti-Marketarians.

Indeed it is extraordinary that those most vocal in condemning the cost of the EEC and its works have always overlooked the presence of a substantial Government department which would become redundant overnight if Britain left the Community.

Today of course, the board can only benefit from the favour shown to EEC institutions and British EEC membership by the present Government, and especially by Peter Walker. He and his colleagues in the ministry talk of the reform of the CAP, but never of its overthrow. If ministers change the system, the board will adapt to their demands.

The CAP has certainly not been immovable, and the board has already adapted to change. It is now grappling with the first EEC regime for a common market in the case of sheep and goats. It plays a small part in directing parts of the British share of official food "mountains" to food aid projects.

It pays compensation to fish and fruit cooperatives whose members cannot find a market for their produce, give it away to approved institutions.

The rule is that cooperatives may invoke their right under EEC regulations to withdraw

"Look, dear, if you don't like the prices, just stuff back where it belongs up there." From the left, the Agricultural mountains" and which pay

nationality farm fund.

Mr Walker, the Minister of Agriculture, and the Civil Service which would not exist were it not in the EEC.

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FINANCIAL NEWS

US interest rates may climb higher

From Frank Vogl
Washington, Oct 19
American interest rates could well move still higher this week. Wall Street money market experts expect further tightening of credit policies by the Federal Reserve Board.

The FED released money stock data on Friday night showing a far greater rate of growth of the money supply than had been expected in the market. The latest numbers raise doubts as to the Central Bank's ability to hold money supply growth for this year within its stated target ranges. The money stock, on a narrowly revised M1-B basis, rose by \$5,100m in the last

Traders on Friday were marking down bond prices in Wall Street in anticipation of higher interest rates this week. There are fears that, quite apart from FED action, rising inflationary expectations will push up interest rate levels. Such fears played the major role in depressing share prices on Wall Street last Thursday and Friday.

The Central Bank's main policy formulating committee holds its regular monthly meetings here tomorrow. Given the rising trend of inflation expectations, and the sharper than anticipated money supply grant rate, it seems likely that the open market committee will advocate a further tightening of credit policies.

There has been some press speculation in the United States that the committee will retreat from any overt actions that lead directly to high interest rates because of the recent criticism of the FED by President Carter and the fact that the general election here takes place in only two weeks time.

But the open market committee will probably be guided by the money supply data and if it does tighten policy, then by mid-week money market rates will be higher and by the end of the week some commercial banks might well raise their prime rates to 14% per cent.

Most United States banks only run at an annual rate of little more than a million units.

What the Central Bank does this week on credit policy is bound to influence the short-term economic growth trend.

The retail sector comes under further close scrutiny this week when British Home Stores and Mothercare both announce their interim figures.

These follow the disappointing interim figures last week from Marks & Spencer and Debenhams, which prove still further that even the High Street giants are finding it difficult to shift their stock during the recession.

In business, inventory accumulation accounted mostly for this increase. New housing starts in September rose strongly by 9 per cent to an annual rate of 1.5 million units.

But the rising interest rate now adds tighter credit conditions which could undermine economic recovery. The mood at a national housing conference on Friday was one of deep concern with industry leaders suggesting that the economy may move back into recession and that housing starts this winter may run at an annual rate of little more than a million units.

But this is preceded today by the provisional retail sales for September from the Department of Trade.

Then on Thursday the Central Bank's Office reports on institutional investment for the second quarter along with consumer expenditure for the third quarter.

Interim profits from British Home Stores on Wednesday are expected to show a decline of around 20 per cent on the corresponding figure of £13.2m, with estimates ranging from £10m to £11m.

As already reported, the group experienced an appreciable slowdown in both food and non-food items during the second quarter. Costs rose sharply with the group's annual pay award followed by another in April of this year.

Unable to wait for the benefits of this year's rights issue, the group borrowed money to help with cash flow. This is likely to pay off.

It is also reported that the strength of sterling will have upset the group's small operation in Europe. This is a time when its US operations, on which the group depends so much for the future, is likely to last time.

A final dividend of 4.2 is hoped for compared with 3.7p last time.

The collapse of orders for capital goods in the UK will have had an adverse effect on interim figures from Hawker Siddeley due on Wednesday.

Although the group traded

well during the first five months, it has made another small contribution.

Once again, the interim dividend is likely to be maintained at last year's level of 2.5p gross.

Prospects in the second half look a little brighter as pressure eases on margins. Analysts are looking for £23m for the full year against £21.5m after a particularly strong performance last year. An increase of around 10 per cent is expected for the total dividend, raising it from 7.1p gross to 7.8p.

The full year figures from Brooke Bond Leibig tomorrow will be very much a case of swings and roundabouts for the group.

The figures should show a slight improvement over last year, with estimates around the £42m to £43m mark compared with £41m last time. As already indicated, the slow down in growth will have occurred in the second half with profits of only £15m expected against the first-half performance of £24.2m.

This will be mainly the result of the static level of tea prices which makes up a large proportion of the group's overall profits. Nevertheless, costs on the group's plantations will have continued to rise.

On the meat side, livestock prices in South America have remained buoyant and some benefit should filter through.

However, higher prices will only serve to upset the meat processing plants, which carry on in butcher shops likely to have experienced a certain amount of consumer resistance following the sharp price rises.

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Selected property groups find favour

In favour among a week are insurance, investment trusts, and property groups. But contractors and minor miners are definitely out, while some difference of opinion is emerging on companies particularly by the recession might be.

One of the heavy

studies out this week is

the property sector. Mr Ireland favours Hadgemore

Great Portland for development potential within central

Among the smaller ones, he likes the London & Provincial Shropshire Security Investment Trust. British Land is favoured, and for a

interest, Country & New

Brixton Estate and His

son are also on the

suggested list.

Mr Ireland expects

growth from Lings Pro

but Quilter Hilton G

believes it is a buy after

than-expected interim

and is going for pre-tax

this year of £5.75m.

£5.4m.

Meanwhile, Rowe &

is recommending

Metropolitan, and for d

term, Regional Propert

Mr Davies of S

Pitman likes the look of

new brokers Willis Fox

Sawyer Wrightson. He

the latter is worth having

for its yield in spite

of a dip.

Michael Clark

appointing interim figure

Willis Faber for its

Lancashire Millbank also like

Faber, and recommends

for Sheppards and Ch

Miner is overvalued.

Investment trusts

favourable position for

Holland-Chesterline, Mees

Heathcote's

group, which is

25 per cent above the

average bearing the re

last year, with rising

large chunks of oil in the portfolio. Vicks

sources, however, the Net

counts are expected to

again this winter, so a

dip from Hockerton

is expected.

There is general ag

that Carrington Vivel

suffered most in the re

cession, but some dispu

what happens next.

For Rowe & Pitman, 4

00 is a strictly spe

stock right now, but Ge

are bated and say it is

worth holding, so as

assumption that the pou

recovery will have

wait until mid 1981. The

interim dividend was main

tained, but now the final is

expected.

Delta Metal, with a big stake

in building did well to snap

its fall, pre-tax profits

from £200,000 to £1.5m.

However, this year's decline

conceded good first quarter trading and

second quarter collapse.

Moreover, the underlying fall

was much steeper before the

first six months of 1979 suf

fered from 22m of strikes. Even

so, Lord Colchester, chairman

thought (on September 18) that

he could detect signs of an end

to restructuring.

Tube Investments in the first

half year did more than win

the Tour de France with its

Raleigh bikes.

The group finished its first

six months with pre-tax profits

down by 25m to £24m though

it held the interim dividend.

But in the light of GKN's

keep the final? Last month

Peter Wainwright

Real investment in British

engineering has risen in four

years from £5.5m in 1975 to

£14m last year, albeit

less sharply than the

industry's workforce. More

redundancies are on the way.

The cost of these will be set

against the current year's

profits, leaving those for 1981-82

to shoot ahead by at least the

same amount.

Elsewhere in the

Pophamill & Bissell ge

not from Henry Cooke

den, and William Bear

firm hold for Campbell

after increased interim

in spite of tough condit

Capel-Cure Myers'

and Harris Queensway,

a disastrous first half, reckons it is already a re

stock.

James Capel says Bo

American side is going

to now, and recommends

shares for the long-term.

Govett warns of diffi

culties ahead for Trusthouse For

Sam Wood, says the

are overvalued just no

worth buying in perpe

now.

Catherine

Interim fall of 20pc expected at BHS

This week

In addition this week, there are full-year figures from Brooke Bond Liebig and an interim report from Hawker

Confidence in the Government may take another knock tomorrow when the Department of Employment gives the unemployment figures for October with another increase over last month's figure.

But this is preceded today by the provisional retail sales for September from the Department of Trade.

The who's who of what's where
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Fidelity Business Systems Ltd, 159 Finsbury Square, EC2M 01-262 1502.
Gardner Talcott Ltd, Sliding Scale, 100 Newgate St, EC1A 01-262 1502.
GCA (UK) Ltd, 100 Newgate St, EC1A 01-262 1502. (For GCA, telephone 01-262 1502; for Kyn Comptech, 1 Alfred St, London, W.C.1, Tel. 01-262 2701.)
D.M.C. Ltd, 100 Newgate St, London, W.C.1, Tel. 01-262 2701.
CMG (UK) Ltd, A complete computer service, 01-262 2701.
Delta Motorcycle Messengers and Vans, 301 2222, Car. No. 600 6000.
Grand Central Radios, Shillgate, Ribble Valley, Lancashire, 076 1542.
Express Co. Ltd, 100 Newgate St, London, W.C.1, Tel. 01-262 2701.
Flight Advertising Partnership Ltd, 30 Gordon St, London WC1H 0DE
1500/Autograph, artwork, printing, mailing, Post, Tax, 01-409 2278.
Information Video, Ltd., Movie films for rent, sale. Post Box 01-723 1528.
International Photo, Ltd., Pictures of the office ring 01-262 2567.
Graphic (Wood Print), Ltd., Posters, prints, reports, etc.
P.D.G. Office Decorating, Commercial Painting Specialists, Tel. 073 120.
4000 Books bought, sold, C. W. T. Trinity, 1999 Queen St, Gloucester,
Musical Marconi Systems, Audio visual and copying products, 01-262 2502.

AIR CONDITIONING, HEATING & OIL DISTRIBUTORS

Air Conditioning Centre, Signs delivery, install, 01-262 6000.
H. Page & Sons Ltd, The complete heating system, free design and
estimate, 01-407 5701.
Spartan (Air Conditioning), The Master air cond. equip., 01-723 7541.
Technicon Conditioning, signs air conditioning services, 01-723 7541.

ADVERTISING SERVICES, DESIGN, PRINT & GRAPHICS

J. R. Photographics advertising commercial P.R.C. photo studio, 01-262 2718.
K. Hart and Paul Ltd Advertising Consultants, 01-734 0888.
Sentry Graphics Ltd, Vinyl Wall, Drawing, Survey, 01-262 4000.

BUSINESS TRAVEL

Business Travel Ltd, City's group travel experts, 01-582 4114.
Fast Travel, long haul, business, House specialises, 01-485 5305.
Westward Courier Services, M.E., Visas and immigration, 01-221 5852/3.

CLEANING

White Cleaning Services Ltd, Office, Window & Telephone Cleaning, 01-582 5222.

COMPUTING SERVICES

Barclay (UK) Ltd, A Computerised Business Information, 01-582 5144.
Boult, Moore Ltd, 1987/88, 548 2121, Payroll, Invoicing, Ledger, analysis,
Delivery Kingston, Beckenham, Dartagnan, Swindon, Southampton, Wembley.
J.W. Associates, London, W.1., "The Problem Solvers", 01-588 4522.
The Computer Guidance Centre Ltd, Oxford Road, Manchester M1 7ED.
01-221 5852.

FREIGHT FORWARDING & SHIPPING

Angle Pacific Shipping Ltd, Far East, Australia, America, 01-582 5829.
Hours Ltd, UK care worldwide shipping division, 01-726 7676.

Lynx Freight Ltd, Alexandra Dock, King's Lynn, 0588 65221, Telex 81217.
Overseas Courier Services, To the Far East, 01-354 4602, Telex 851205.

OFFICE EQUIPMENT

Black Arrow, Complete office furnishing and partitions, 01-262 7205.
Bottomley Bus. Mts, Typewriters, 45 Coventry St, 020 2705/2720.
STORY Group, Stationery, Print, Furniture, Machines, 01-262 2671.
W. S. Griffiths & Son, General Importers, 100 Newgate St, 020 2504/2505.
Supreme Data, Wordprocessor sales, service, leasing, 01-262 3200.

PLANT & EQUIPMENT

Expores of Colchester, Westbury, Stevens Engineering Ltd, Framlingham
Road, Bishop's Stortford, Herts, Tel. (0208) 5444/5451, 01-582 4140.

PORTABLE BUILDINGS

Mobilbuild at Millington Buildings, Tarbock Street, Twickenham, TW7 8TQ.
Mobileline Buildings, Builders, mobiles, 01-895 2600/2604.

PRINTING, PHOTOCOPYING & DUPLICATING

B&P Photocopy, Sales/Supplies, 01-723 4747.
Copies to Oxford Circus, Red Tape, 2 Princess St, W.1, 01-403 2278.

Image Print Centres are all over London for reports, manuals, urgent
printing, photocopies, Photo for your nearest centre, 01-251 4161.

Kathy's Prints, 01-582 5222, photocopier for your nearest print and copy
centre.

P.B.C. Copyprint, Wigmore Street, 033 0378, Fenchurch Street 020 2525.
Swiftprints, 188 Camdon Hill Road, W.1, 01-722 2728.
Typewriters and Designers, Surrey Springfield, Ltd., Vicarage, Watford—
408.

SECURITY SERVICES

Berry Bros, Security Division, 123 Printed Street, W.E. 01-582 1001.
B. H. M.L.A., Ltd., London, All types of security, supply or fitted.

C.A.S.E. Ltd, Security Processing and excellence centre, 01-262 2602.
Centurion Security Ltd, 182 Unite Rd, Chiswick, W.4, 01-582 4554.

Photo-Art, 100 Newgate St, W.C.1, 01-262 2602.

KTC Ltd, 100 Newgate St, W.C.1, 01-262 2602.

Project Guards Ltd, London and Nationwide, 01-582 2602.

Unique Counter, Confidential worldwide agency, 024 562148.

SIGN SERVICES

Alpine Signs Ltd, Maintenance/Purchase/Rental/Export, 01-581 0686/08.
Benevo Signs, Complete service in visual communication, 01-582 5711.

Letter & Sign, sign writers, graphics, engravers, 01-574 754 755.

TELEX, DIRECT MAIL & ANSWERING MACHINE SERVICES

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Phone, Mail, Europe, America, Asia, Africa, Australia, Middle East, 01-582 0626.

Radio Telex Services, Transmissions/translations, Access/Voice, 01-464 7633.

Telephone Equipment, Cordless/radio phones, 01-460 0335-6.

UKS Telex Services, Tel. 01-261 5184, Branches: Glasgow, Leeds, Bristol.

TRANSLATION SERVICE

Bonne End Vendex (Sales) Limited, Weston Road, Southgate, Hertfordshire, Tel. 0289 22244.

Orchidex Ltd, Sales, service, nationwide distributor, 01-582 2528.

TRANSPORTATION

British Railways (Sales) Limited, Weston Road, Southgate, Hertfordshire, Tel. 0289 22244.

Caravelle Ltd, Sales, service, nationwide distributor, 01-582 2528.

GALLERIES

Ralph M. Chait Galleries (Established 1910). Specialises in Fine Chinese
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Fairfax, 607 Madison Ave, New York 10021. For schedule, call 212 574 4000.

Sotherby Parke-Bernet, 900 Madison Ave, For schedule call 212 472 3500.

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Coyer Bar Seating Restaurant, G.C. Station*** NY Times, 582 3868.

Stevens, 1995 Broadway, NYC's and London's signature of modern dining, 3711 414.

Scopio, 210 E 43rd St, New York, 01-582 2548.

Spago, 1000 Avenue of the Americas, 01-582 2548.

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Top of the Rock, 45th floor, 30 Rock Plaza, 01-582 2548.

SIGHTSEEING

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Algonquin Hotel, 52 West 44th Street, Lenox Hill, Tel. 582 2701.

Levi's Hotel, Park Avenue at Sixty-Second Street, 256 4211.

The Plaza Hotel, 5th Avenue at Sixty-First Street, 256 4100.

The Regency Hotel, Park Avenue at Sixty-First Street, 256 4100.

Uniplaza Hotel, 1280000 or Contact Superette Int'l, 01-582 2501.

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St. Paul's Cathedral, 12th & 1st, Tel

Commercial property

Big scheme for centre of Bristol

Among the larger town centre redevelopment schemes now coming on line is one in Huntingdon, where Arrowcroft and Royal Insurance will carry out the second phase of the main scheme.

The first phase, containing 71,000 sq ft, was completed three years ago and was recently bought by Royal. The current scheme will provide an additional 36,000 sq ft of shopping, costing £2.5m. The design by Milner and Roberts, the architects, includes 12 further standard shops which will complete the mall formed by the first phase.

The existing car park will be extended over the shops at roof level, and the former High Street premises of W. H. Smith and Son, are being modernized to provide two further shops with separate offices above.

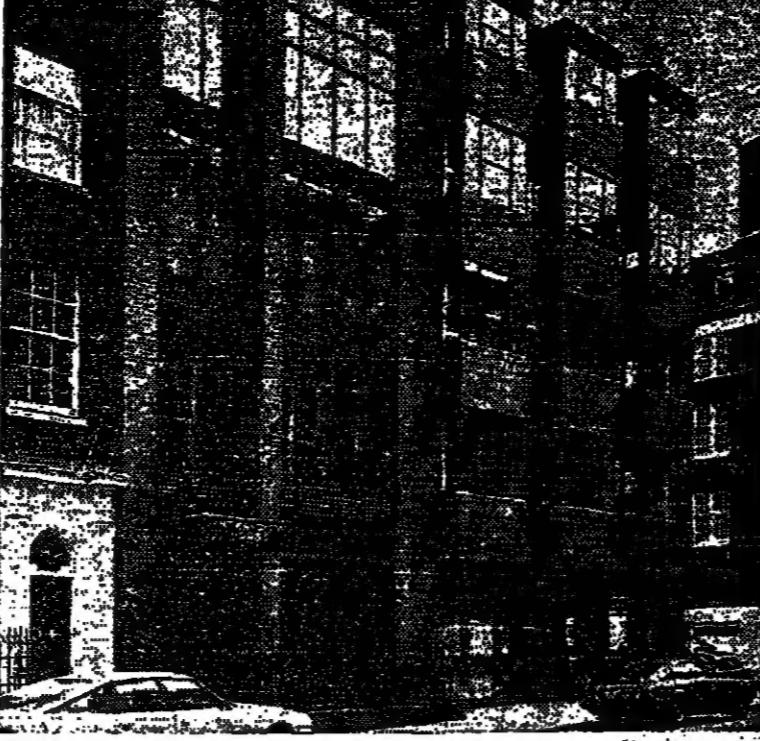
The main building contract has gone to the southern division of Henry Boot Construction, and work is expected to be completed next summer.

Another big scheme is being planned in Bristol, where M. P. Kent, the Bristol-based property development company, has exchanged contracts to buy the 130-bedroom Royal Hotel and surrounding land at College Green in Central Bristol from Norfolk Capital Hotels for £1m. The transaction is due to be completed at the end of next March.

Kent has also acquired an adjoining property for £225,000. The two properties will allow a comprehensive redevelopment.

Outline approval for the whole site allows for 100,000 sq ft of offices, parking for 210 cars, with renovation and extension of the hotel, or residential accommodation. Work on the scheme is expected to start in 12 months and be completed in 1983.

In the industrial sector, Tralfalgar House (Industrial) Developments has bought the



Inter-City House, Mortimer Street, London, of which the head leasehold interest has been acquired by Independent Television News.

former Vanden Plas works in Church Lane, Kingsbury in London, from BL Cars for £1.45m.

The site, which covers 4.65 acres, is to be redeveloped with factories and warehouses and

will be known as the Kingsbury Trading Estate. The three-storey office block of 10,000 sq ft, giving onto Church Lane, is to be refurbished for refurbishment and the developers will either sell the freehold or let the building.

The industrial development will be made up of 78,500 sq ft of single-storey units from 1,900 sq ft up to 20,000 sq ft and will be available for use next summer.

Fourteen of these units will be less than 2,500 sq ft, suitable for smaller businesses. Planning consent has been granted for the scheme and a building contract placed with Willer, a Trafalgar construction company.

The old factory has been demolished and work on the new building started last month. It's expected to be ready in about a year.

Also in the London area, Flaxley has begun building a headquarters distribution depot and workshop for Securicor, at Ponton Road Battersea, next to the Covent Garden flower market.

The development will total more than 140,000 sq ft and will comprise three independent buildings. The Securicor preleasing is about 44,000 sq ft and the investment has been pre-sold.

General Accident for about £5.6m.

The site was formerly owned by British Rail and was being held intended to locate a rail head to serve the Covent Garden market.

Interesting possibilities are a large industrial scheme that is provided by the Renold Chain factory at Spun End, Coventry, which it has put up for sale after deciding to move production to another factory. Offers for the entire site of more than 1m are being asked.

The freehold complex contains a usable floor area of about 272,000 sq ft on a site of just under 14 acres which is entirely zoned for industrial use. The buildings are suitable either for renovation or redevelopment.

Independent Television News has acquired the head leasehold interest in 16 Mortimer Street, London W1, from Book Club Associates, a company jointly owned by Doubleday and W. H. Smith and Son.

The building was built in the early 1970s and is now owned by an institution. It provides 5,500 sq ft of basement, ground and four upper floors fully air-conditioned.

The accommodation is ground, ground and min floors will be fully partitioned. There is no existing rental value. Ge

for a term of 25 years from with five-yearly rent.

The rent is £75,000 a present. A price of £75,000 is asked for the interest in fixtures and fittings.

The Association of Teachers and Managers (ASTMS), the London Daily Mirror has Camden Town as its headquarters.

The building measures 73,560 sq ft on the ground and three upper will replace ASTMS' premises in Islington.

No purchase price is disclosed, but ASTMS is to be paying between £2m for the freehold.

Grandad Properties is their 40,000 sq ft air-con office scheme at 26 F Square, EC2, on the mar

Renovation and en-

work is not due for com

until autumn next year.

month period to give potential tenants a

tunity to order telephone

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THE SECRETARY,
WICKWOODS PRIVATE
RESIDENTIAL CLUB
SEAFORD, SUSSEX,
ALBIONNE, SUSSEX
TEL: POYNINGS 2422

CO. DIRECTOR will be in South Africa from 16th December for 3 weeks. He will be available to accept other commissions, etc. Your local agent, Tel: 01-832 7122.

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Business

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Marketing services to establish a Sales Organisation in the USA. Marketing, 4655 South Beach, Miami, Florida, 33148, U.S.A.

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28 LEGAL

26 MOTOR CARS

PROPERTY

26 PUBLIC AND EDUCATIONAL

25 APPOINTMENTS

26 PUBLIC NOTICES

25 READER SERVICE DIRECTORIES

27 NEWSLETTERS

27 SECRETARIAL AND NON-SERETARIAL

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London EC1A 2EJ

Telephone London 01-580 20000

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01-587 1234, ext. 7881.

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£3.00 per line - £15.00 per

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HORNIBURTON, ALBERT. I well know

not if I know him well in

fact, but I do know him well

in death. Born 1917, died

1978, aged 61 years.

VERD-HOGGE

On October 17th, 1980,

John Edward Verd-Hogge,

aged 76, of Merton, died

at his home, 102, Merton

High Street, London SW19.

He was born in 1904, in

London, and was educated

at Dulwich College, and

at the Royal College of

Artillery, where he was

a member of the Officers

Training Wing.

He was a member of the

Royal Artillery, and served

in the First World War.

He was a member of the

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in the Second World War.

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